Trade and Industry

BOTB programme of trade promotions 1976–78

New security exports control list

future features

Here, for the benefit of both readers and advertisers, is a list of major features planned for *Trade and Industry* for the remainder of 1976. All dates and titles are provisional.

1976

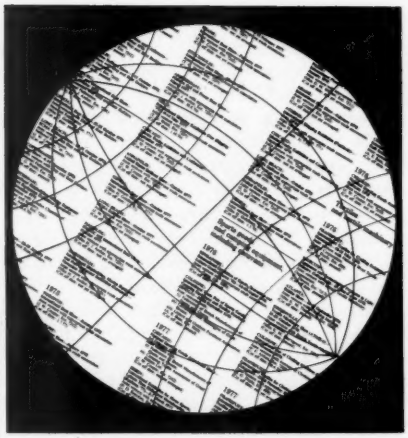
May	International Air Cargo **The South West: Special Report** Morocco and Tunisia **Rail technology and exports: Special Report**
June	Industrial Energy: Save it! **Wales: Special Report** Waste Management **France, the market on your doorstep: Special Report**
July	Agricultural Exports 1: Royal Show at Stoneleigh 2: An export success story **The West Midlands: Special Report** Forty years of Government factory building Quarterly Guide to the Departments of Industry, Trade and Prices Queen's Award's: Export achievement and Technological innovation BOTB Exhibitions Guide Selling Sailing – the British boat industry at Cowes Week
September	**Farnborough: Special Report** The Wedgwood story The British hovercraft industry
October	Quarterly Guide to the Departments of Industry, Trade and Prices **The United States: Special Report** Tourism is everybody's business Automotive Safety **Merseyside: Special Report** BOTB Exhibitions Guide
November	Chemicals and pharmaceuticals **Germany: Special Report** The Channel Bridge: a guide to sea and air links with the continent
December	Offshore supplies

Advertisers wishing to be associated with these features should contact Colin Beadle at T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED, tel. 01-242 6264 or 01-405 4743, or ring John Bentley, Special Features and Promotions Editor, on 01-215 5655.

Trade and Industry

30 April 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection



This week we publish a quarterly feature which is always of interest to a large number of exporters – the BOTB programme of trade promotions. The current issue covers the years 1976-78. The programme is in four sections; overseas events where government assistance to UK participants is planned or under consideration; trade fairs and exhibitions within Europe; trade fairs and exhibitions outside Europe; and trade fairs and exhibitions in the United Kingdom.

Trade and Industry
Incorporating the Board of Trade Journal
Volume 23. No. 5.
Pages 269 to 332. 30 April 1976.
Price 25p. Net subscription post inclusive, £18.72

Editorial address
Room 439, 1 Victoria Street,
London SW1H 0ET.

Editorial inquiries: 01-215 5730

Editor: Alan Williams 01-215 5653
Deputy editor: C. R. Kabraji 01-215 5654
Features and Technology: Geoff Sedgwick 01-215 5656; Jennifer Clarke 01-215 5074
Special Features and Promotion: John Bentley 01-215 5655
European Community and Overseas trade: Gillian Samuel 01-215 5620; Alex Mayne-Reid 01-215 3016
Art and pictures: Bob Priestley 01-215 3118
Circulation control: Christine Swinyard 01-215 5021

Advertisements: T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED. Tel: 01-242 6264 or 01-405 4743.

Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

© Crown Copyright 1976
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Home News

Legislation expected on guarantee exemption clauses 270
Ministerial responsibilities at the Department of Industry 270
Edmund Dell's new PPS 271
Funeral charges: Price Commission study 271
Exporting guide for small firms 271
First exports of Britain's North Sea oil 271
Government aid for Yorkshire shipyard takeover 272
Patents endorsed 'Licences of Right' 272
Leslie Huckfield on closer collaboration between Government and process plant industry 273
Photonews: British equipment on the move 274
Official appointments 276
ECGD begins part-dispersal to Cardiff 276
Swedish firm takes over Aberbargoed factory 276
Clearance of merger proposals 276
Protection of Wrecks Act: Designation of area near Frenchman's Rocks as restricted area 276
Awards for saving life at sea 276

Technology News

Letting off steam – or heat going to waste? 277
British standards over 75 years 277

Britain

A hundred years of British trade marks 278

European Community News

Negotiations on establishment of a passport union 280
Unemployment: even the community is not self-sufficient – Denis Healey 280
Agricultural talks in London 280
European Computing Services Association 280
Agriculture in the community: 1975 report 280
EEC Regional Development Fund 281
Contracts for EEC environmental research 281
New EC legislation 282
Economic indicators of the EEC 283

Trade Information

UK-Mexican economic and industrial commission set up 288
ECGD News 288
Hints to business men booklets 289
Subsidised imports: Provisional countervailing charge on men's leather fashion footwear from Brazil 289
Notices to Importers
No. 1552: Imports of bananas from the Dollar Area 289
No. 1553: Imports of potatoes other than seed potatoes 289

Tariff and Trade Notices

Anguilla 295, Australia 292, Bolivia 296, Brazil 295, France 290, Germany, Federal Republic of 290, Grenada 295, Israel 292, Japan 292, New Zealand 294, Panama 295, Papua New Guinea 294, South Africa 292, Spain 290, Thailand 292, United States 294, Uruguay 296

Government Sales

297

BOTB News

'Increased exports will ensure more jobs' 298
Reprint for popular key markets report 298
Visits by British overseas commercial officers 298

Exhibitions and Fairs

British professionalism at Munich 299
Record attendance at Materials Handling Show 299
ECGD and the overseas exhibitor 300
Cross-section of British industry at Petrotech 300

BOTB Programme of Trade Promotions 1976-78

1-52

Consolidated list of goods subject to security export control

301-327

Statistics

The economy: selected indicators 328
Retail sales – provisional estimates for March 329
Business Monitors 329
Short term statistics of manufacturer's sales 330
Manufacturers' stocks in February 330
New companies in Northern Ireland 330
The Films Acts 1960 to 1970: exhibitors 1975 quota returns 330
Registrations of British, community and foreign films 330
Motor vehicle output in March 331
Index to statistics 332

Home News

Legislation expected on guarantee exemption clauses

Legislation is expected soon on exemption clauses in guarantees on goods and services.

John Fraser, Minister of State for Prices and Consumer Protection, referred to the subject when addressing the Radio, Electrical and Television Retailers' Association annual conference in Brighton on 27 April.

'This whole question of the manufacturer's responsibility for defective products – product liability as it is called – is at present the subject of much thought and study,' said Mr. Fraser. 'The Law Commission last year published a discussion paper on the subject which identified the main issues and possible alternative ways of tackling them. Their final report, when published, will, I feel, be a valuable aid to our thinking on this; but it is a difficult subject and one where the problems must be thought through carefully.

'We are more advanced on the recommendations in the Law Commissions' second report on exemption clauses, published last autumn. This proposed that the supply of goods, whether by hire, exchange, barter or as work and materials, should be subject to rules similar to those imposed by the 1973 Supply of Goods (Implied Terms) Act.

'Secondly, it recommended that clauses permitting a party to a contract to partly or wholly fail to fulfil his obligations should be subject to a test of reasonableness similar to that in the 1973 Act, so as to strengthen consumer rights in service contracts in much the same way as their rights in contracts for the supply of goods are protected by the 1973 Act. And, because it applies equally to standard form contracts, the small business will benefit in its dealings with large manufacturers.

'Thirdly, the report said that all exclusions of liability for negligence contained in manufacturers' guarantees given to consumers should be void. As you know, consumers are already able to sign guarantee cards secure in the knowledge that their rights against the seller cannot be affected: this proposal, if implemented, would mean that their rights against the manufacturer were equally safe.

'Finally, the report suggested that clauses excluding or limiting liability for negligence resulting in death or personal injury should be void in four specific areas – with the provision for adding other areas later – but that otherwise all exclusions of negligence should be subject to a test of reasonableness. This recommendation would apply equally to consumers and business users.

'Our consultations are now well advanced and although there could well be some modification to the proposals, legislation is likely in the near future.'

Mr. Fraser said that the retail industry stood to benefit as much as the consumer from the study the DPCP had asked the Price Commission to carry out on television rentals. 'This reference is one of a series of references in which we ask the Price Commission to look at particular pricing questions which are of special interest or which seem to be worrying people,' said Mr. Fraser. 'Our postbag gives a pretty good picture of what these questions are. The number of complaints are, I am sure, very small compared with the total number of transactions carried out daily, but it takes quite a lot to make a person write to his MP. It seems to me very probable that for everyone who does so, there are likely to be many more who feel the same way but who just grumble in the bus queue. These may be your customers. If there are misunderstandings I am sure you would wish these to be cleared up. If people feel hard done by I am sure you would want the facts made available to them clearly and impartially. This is what we hope to achieve in our programme of studies by the Price Commission.

'But should the retailer always have to carry the can? There is force in the argument that things would be very much better for the trader if he had an automatic right to pass on responsibility for defective goods to his supplier, if this is where it belongs. I can well understand that retailers, who carry the cost of defective products and bear the brunt of consumer dissatisfaction but who have no way of checking the products or controlling their quality, should think it iniquitous that producers should not be responsible for their goods. Consumers, used to advertising by manufacturers, buying sealed cartons of goods and filling in manufacturer's guarantees, often think the producer is liable – and if he is not, that he ought to be!'

Department of Industry ministerial responsibilities

Following the recent ministerial changes, responsibilities of ministers in the Department of Industry have been divided as follows:

Secretary of State

Eric Varley

Overall responsibility for the work of the department and personal direction of industrial strategy, and pay and prices policy so far as it affects the department.

Ministers of State

Alan Williams

The following industries (except for subsidiaries of the NEB):

Chemicals and textiles; Minerals, metals, electrical engineering and process plant; Mechanical engineering; Vehicles; Computers and electronics; Paper, timber and other manufacturing industries.

Planning agreements with undertakings in these industries

Assistance given under Section 8 of the Industry Act 1972

Regional policy

Devolution

Waste recycling

Gerald Kaufman

Aerospace industry

Post Office

Shipbuilding and shiprepairing industries

Steel

Planning agreements with undertakings in the above sectors of industry

NEB and its subsidiaries including planning agreements with NEB subsidiaries

Industrial democracy

Research and development

Parliamentary Under-Secretaries of State

Lord Melchett

Assists Mr. Williams

Special responsibility for small firms

Department's spokesman in the House of Lords

Leslie Huckfield

Assists Mr. Kaufman

Edmund Dell's new PPS

Edmund Dell, Secretary of State for Trade, has appointed Alec Woodall (Hemsworth), as his Parliamentary Private Secretary.

'How to start exporting': a guide for small firms

'How to start exporting: a guide for small firms', by Dr. A. Wilson and G. W. Lockhart, has been published by the Department of Industry's Small Firms Information Service.

The booklet, one of a series intended to guide owners or prospective owners of small businesses to sources of information and advice, provides guidance for firms intending to export for the first time. It discusses what export business can mean to a small firm in terms of paperwork, financing and market research, and reviews sources of advice on export channels, documentation, insurance and getting payment.

The authors point out that exporting can be highly profitable for the small firm and can strengthen the basis of the business.

Dr. Wilson is director of extramural studies in management and industrial relations at Manchester University where he has been running courses on exporting for 12 years, including courses for export promotion in developing countries. Mr. Lockhart is managing director of George Lockart and Co. Ltd. – a 100 per cent exporting firm selling pharmaceutical and consumer commodities mainly to the Middle East and West Africa.

The 32-page booklet may be obtained free from Small Firms Division, Department of Industry, Abell House, John Islip Street, London SW1P 4LN (tel. 01-211 5245) or from any of the regional Small Firms Information Centres.

Funeral charges: Price Commission study

Charges for funerals are to be studied by the Price Commission, Shirley Williams, Secretary of State for Prices and Consumer Protection, said in answer to a parliamentary question on 27 April:

'I am asking the Price Commission to carry out a study of the charges for funerals, including associated charges,' said Mrs. Williams. 'I have had a number of letters on this subject from Hon. Members and from members of the public, and I know that the bill for a funeral often comes as a shock to the bereaved and represents a considerable outlay for many people. I am sure that a study of the cost of funerals will be generally welcomed.'

The study continues the programme by which the Commission is asked to investigate pricing problems of public interest and to establish the facts.

Rotork Controls Ltd., Bath, has completed the first stage of a £351,000 contract for the adaptation and motorisation of 432 valves for use at the vast North Sea oil storage and processing facility being constructed at Seal Sands and nearby Greatham, in Cleveland. The first stage of the Rotork contract, which was placed by Sim-Chem Ltd., the main contractors for the project, involves the adaptation and fitting of Syncropak actuators to valves in a wide range of types, including special plug valves, ball valves, butterfly, flexible and solid wedge-gate valves and in a size range from 2 in to 42 in. The picture shows Rotork engineers at a Teesside depot during adaptation of the valves.

First exports of Britain's North Sea oil

The first export shipment of British North Sea oil was expected this week when British Petroleum sent unrefined crude oil from the Forties field to West Germany. Tony Benn, Secretary of State for Energy, made a statement on the subject in answer to a parliamentary question on Monday, 26 April.

Mr. Benn said that on 6 December 1974, his precedessor made it clear that, as well as being used for domestic consumption, some quantities of North Sea oil would be exported and that there were technical reasons which made it sensible for the United Kingdom to continue to import oil even when North Sea production exceeded United Kingdom demands.

'The first United Kingdom offshore oil was produced last year and since then over 2 million tons had been produced – mainly from BP's Forties field,' said Mr. Benn. 'So far all of this production has been absorbed within the United Kingdom. BP recently informed the Government that they had in mind the beginning of exports of some North Sea oil and I should tell the House that the first shipment is to be made tomorrow to Germany.

Expected volume of exports

'BP have told us that they expect the volume of such exports in the second quarter of this year to amount to roughly 400,000 tons or rather less than one-third of expected Forties production in the period. The remainder of Forties production will be refined in the United Kingdom. At present prices these exports should benefit the balance of payments by about £20 million.

Government's continuing interest

'The Government has a strong continuing and legitimate interest in this matter and the company recognise this, not only because the export of oil represents a milestone in the exploitation of a key national resource, but also on a practical level, because of its possible implications for government reviews and for the balance of payments. I have discussed BP's plans with the chairman of the company, Mr. David Steel. He informed me that it is his company's policy to process, within operational and commercial constraints, as much of its North Sea production as possible in its United Kingdom refineries; to explore on a continuing basis the feasibility of disposing of North Sea crude which is surplus to the company's own United Kingdom requirements to other companies seeking oil for refining in the United Kingdom who are prepared to offer terms competitive with those obtainable for exports; and to charge such prices for overseas sales of North Sea crude as fully reflect its value in relation to other similar crudes.

'I, for my part, have told him that in the light of this Her Majesty's Government sees no reason to express any concern about his company's present proposals as described to my department.'

The shipment was not made on 27 April as announced, because a suitable tanker was not available. The shipment was postponed until later in the week.

Government aid for Yorkshire shipyard takeover

Government financial assistance of £400,000 will help to safeguard the jobs of 280 Yorkshire shipyard workers.

The Department of Industry has offered an Industry Act loan to a new subsidiary to be formed by United Towing Ltd. of Hull, who have today completed negotiations for the purchase of the Selby yard of the Drypool Group Ltd. from the Receiver. The takeover of the yard should safeguard the jobs of the workers employed there at present and a new and properly financed company is now in operation and seeking new orders. United Towing foresee the eventual need for another 70 workers at the yard.

Inquiries for other parts of the Drypool Group's facilities are being pursued by the Receiver.

Notes

Robert C. Smith was appointed Receiver of Drypool Ltd. by the National Westminster Bank Ltd. on 9 September 1975. The department also appointed him on 17 September.

The department made loans of up to £325,000 available to Mr. Smith to meet wages and salaries to give him time to assess the situation and renegotiate contracts with owners who were having ships built in the Group's yards. Mr. Smith was able to negotiate the completion of 12 ships out of the 13 on the order book. He concluded that there was no future for the Group as a group and that the best prospects of saving employment would be for him to be allowed to sell off the component parts.

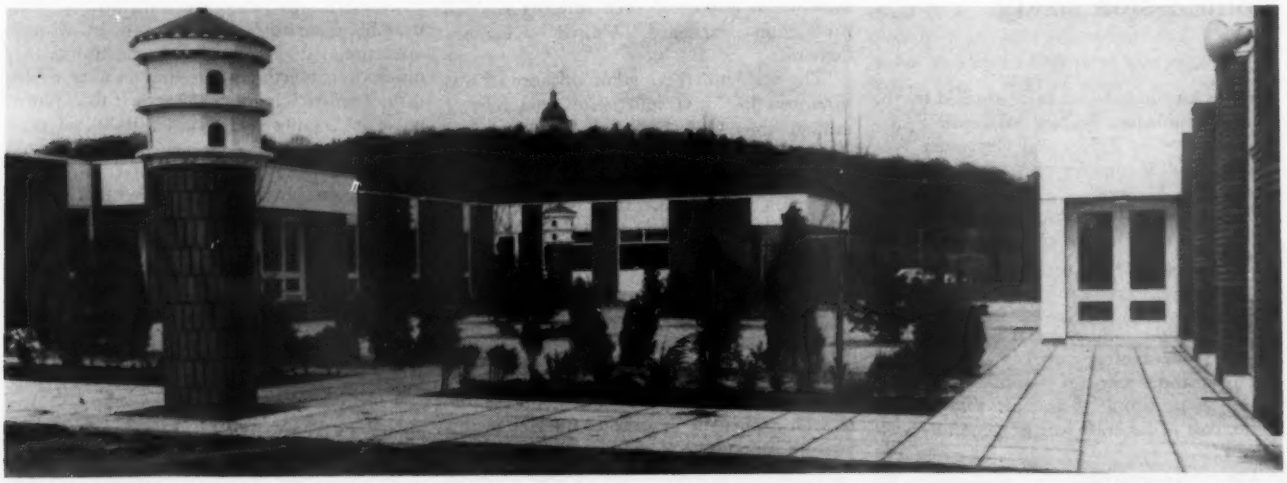
The company was consequently removed from the list of companies to be nationalised under the Aircraft and Shipbuilding Industries Bill.

United Towing have indicated that they will be placing orders for tugs with the new company with the possibility of further orders to follow.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified.

Number	Grantee	Subject-matter
19 March 1976		
1,141,191	Coal Industry (Patents) Ltd.	Means for indicating the orientation of mineral machines
1,233,075	Coal Industry (Patents) Ltd.	Direct Line data transmission system
1,298,353	Coal Industry (Patents) Ltd.	Separating wanted particulate material from a mixture of wanted and unwanted particulate material.
1,357,641	Coal Industry (Patents) Ltd.	Improvements to mineral mining machines.
1,130,844	H. H. Robertson Company	Improvements in or relating to roof gutters or guttering
1,261,196	H. H. Robertson Company	Improvements in or relating to panels for building construction.
940,788	Dennis Alfred Dunn	Improvements in and relating to weather excluders for hinged doors or windows
1,088,192	Ernst Leitz G.m.b.H	Photographic lens systems
1,139,066	EMI Ltd.	Improvements relating to pulse radar apparatus
1,171,412	Standard Telephones and Cables Ltd.	A character generation system.
1,215,438	BBC Brown Boveri and Co Ltd.	A process for the production of superconductive metallic conductors
1,223,002	Lawtex Ltd.	Improvements in umbrellas and parasols
1,285,033	Conveyancer Ltd.	A power driven vehicle
1,293,939	Societe Industrielle de Combustible Nucclearie	Continuous vacuum casting or metals and metal alloys
1,344,531	Nippon Victor Kabushki Kaisha	Electron gun for a past-deflection acceleration picture tube
24 March 1976		
1,021,680	Diessel G.m.b.H. and Co.	A system for moving bulk liquids from a storage receptacle to a tank by creating a vacuum in the tank
1,052,430	Diessel G.m.b.H. and Co.	Metering system for metering the flow of bulk liquids
1,197,215	Diessel G.m.b.H. and Co.	Apparatus for the reception and measurement of liquids
1,321,370	Agfa Gevaert Aktiengesellschaft	Determination of the brightness or optical density of an object
1,354,165	Agfa Gevaert Aktiengesellschaft	A process for making gelatine layers
1,257,321	Dennis Alfred Dunn	Improvements in and relating to weather excluders
1,258,563	Dennis Alfred Dunn	Improvements in and relating to rain and draught excluders
1,233,067	Poclain	Improvements in earth working machines
1,250,851	Poclain	Hydraulic power transmission for a Vehicle
1,081,860	Societe Anonyme Automobiles Citroen	Improvements in or relating to disc brakes
1,209,887	Rolls-Royce Motors Ltd.	Motor vehicle
1,271,890	Societe Anonyme Poclain	Vehicle suspension systems
1,414,255	Glaverbel-Mecaniver	Process and apparatus for the manufacture of a multiple glazing unit involving soldering
26 March 1976		
1,288,015	Tokyo Shibaura Electric Co. Ltd.	Turbine system
1,289,452	Tokyo Shibaura Electric Co. Ltd.	A bus-bar duct assembly
1,304,025	Tokyo Shibaura Electric Co. Ltd.	Simulation satellite and apparatus for measuring its attitude
1,311,456	Tokyo Shibaura Electric Co. Ltd.	Voltage transformer
1,316,015	Tokyo Shibaura Electric Co. Ltd.	Fault detecting apparatus
1,323,233	Tokyo Shibaura Electric Co. Ltd.	Transformer – rectifier device
1,326,866	Tokyo Shibaura Electric Co. Ltd.	Surface condenser
1,327,062	Tokyo Shibaura Electric Co. Ltd.	Position control system
1,327,724	Tokyo Shibaura Electric Co. Ltd.	Electric flash bulb for indicator
1,347,934	Tokyo Shibaura Electric Co. Ltd.	A control system for an elastic fluid turbine
1,349,164	Tokyo Shibaura Electric Co. Ltd.	Centrifugal gas separator
1,350,466	Tokyo Shibaura Electric Co. Ltd.	Linear electric motor



Hornsea Pottery has opened a £1 million factory and leisure centre at Lancaster. The picture shows dove cotes in the tea garden. Visitors on factory tours will be able to see the Contrast and Palatine ranges of oven-to-tableware in various stages of manufacture. The Contrast range won a Design Council award in 1975 and is exported to Australasia, Canada, the United States and most European countries.

Number	Grantee	Subject-matter
1,355,197	Tokyo Shibaura Electric Co. Ltd.	Device for removing hydrogen from liquid sodium
1,358,404	Tokyo Shibaura Electric Co. Ltd.	A commutatorless electric motor
1,358,761	Tokyo Shibaura Electric Co. Ltd.	Linear electric motor
1,365,148	Tokyo Shibaura Electric Co. Ltd.	Inverter device
1,368,009	Tokyo Shibaura Electric Co. Ltd.	Astable multivibrators
1,371,992	Tokyo Shibaura Electric Co. Ltd.	Alloy
1,377,432	Tokyo Shibaura Electric Co. Ltd.	Position control apparatus
1,380,094	Tokyo Shibaura Electric Co. Ltd.	A vacuum gauge with cold cathode
1,381,563	Tokyo Shibaura Electric Co. Ltd.	Control system
1,383,396	Tokyo Shibaura Electric Co. Ltd.	Boiler feed water heater
1,385,106	Tokyo Shibaura Electric Co. Ltd.	Control system for an electric vehicle
1,393,799	Tokyo Shibaura Electric Co. Ltd.	Circuit breaker
1,400,039	Tokyo Shibaura Electric Co. Ltd.	Circuit breaker
1,404,882	Tokyo Shibaura Electric Co. Ltd.	Method and apparatus for making colour cathode-ray tube
1,405,914	Tokyo Shibaura Electric Co. Ltd.	Electrical circuit breaker
1,406,474	Tokyo Shibaura Electric Co. Ltd.	Electrical circuit breaker
1,373,920	Werkzeugmaschinen-fabrik Adolf Waldrich	Hydrostatic lubricating device for the meshing points of cylinder worms and a worm rack
1,377,849	Werkzeugmaschinen-fabrik Adolf Waldrich	Improvements in or relating to a combination of a worm and a worm-rack adapted to be provided with hydrostatic lubrication
1,386,116	Werkzeugmaschinen-fabrik Adolf Waldrich	Improvements in hydrostatic lubricating devices for engaged cylinder worms and worm racks
1,393,375	Werkzeugmaschinen-fabrik Adolf Waldrich	A hydraulic copying device for a machine tool
1,125,353	Standel Ltd.	A ball retriever
1,322,876	Creed and Co. Ltd.	Piezoelectrically controlled mosaic print head
1,341,197	Michael Dennis James Morgan	Improvements relating to reaching apparatus
1,345,871	Rubery, Owen-Rockwell Ltd.	Improvements relating to trailer vehicles
1,400,293	Optograms Inc.	Precision measuring instruments
2 April 1976		
1,257,878	Standard Telephones and Cables Ltd.	Electrical bridge networks
1,321,022	Standard Telephones and Cables Ltd.	Channel plate
1,264,431	Hunt and Moscrop Ltd.	Improvements in fabric winding and unwinding machines
1,188,029	Rolls-Royce Motors Ltd.	Motor vehicle suspension
1,270,806	EMI Ltd.	Improvements relating to aerial arrangements
1,308,169	Colt Industries Operating Corporation	Remote metering system
1,334,471	Chinoin Gyogyszeres Vegyeszeti Termekek Gyara RT	Preparation of urea derivatives
1,342,584	Frank Henry Robertson	Improvements in or relating to rotors for rotary winged aircraft

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Sir Peter Carey (left), Secretary (Industry), Department of Industry, looks at a new Racal development, the Airstream anti-dust helmet, demonstrated by John Murdoch, commercial director, Racal-Amplivox Communications Ltd., during a visit to the Racal group's headquarters at Bracknell, Berkshire. Sir Peter toured an exhibition of communications products staged by nine companies in the group. Racal Communications Ltd. and Racal-Mobilcal Ltd. have received the Queen's Award for Export this year, the latter company having now achieved the award four times in its nine-year history.

Leslie Huckfield on closer collaboration between Government and process plant industry

Ways of increasing exports by the process plant industry must be one of the important issues to be discussed through Planning Agreements and in our industrial strategy approach, said Leslie Huckfield, speaking at the annual dinner of the Process Plant Association on 21 April.

In his first speech as Parliamentary Under-Secretary of State at the Department of Industry, Mr. Huckfield said the process plant industry was considered a key sector by the Government and had been included in the new approach to industrial strategy. 'Clearly the industry itself believes that this new approach offers opportunities,' continued Mr. Huckfield, 'judging by the calibre of those industrialists who are giving so readily of their time to contribute to the deliberations of the Working Party which has been set up in this sector.

'Useful progress has already been made towards identifying issues of common interest to the sector and I know that some firm recommendations are already being considered, particularly about ways in which Government might help the industry in increasing its exports. This is fine and the Government will certainly honour its promise to give the most serious consideration to any suggestions put to it.'

Planning Agreements

'If industrial strategy is designed to advance the performance of industry at the sectoral level', said Mr. Huckfield, 'Planning Agreements aim to achieve much the same end, but operating through particular key companies whose performance is crucial to the performance of the sector as a whole.'

Referring to the announcement that four companies in the process plant sector have agreed to enter into discussions with a view to reaching Planning Agreement*, Mr. Huckfield continued: 'I am convinced that nothing but good can come from the closer collaboration between Government and the companies concerned which should flow from these voluntary arrangements. These agreements represent a two-way flow of information. For the companies' part they will have a greater opportunity to get across to Government the inplications of policy decisions in a way that would not be possible through normal day-to-day contacts, and thus of influencing the Government to make those policy decisions in the light of all the possible consequences. And the Government will have the opportunity of sharing its thinking with the companies so as to influence the development of their own plans and objectives.

'The Government's approach to this new system is wholly pragmatic and will be developed with the maximum flexibility. We do not seek to impose a particular system on the companies concerned nor to interfere with management's ability to respond to changing market opportunities.

'We want workers, through their unions, to contribute to Planning Agreements by being taken into management's confidence and by being given the chance to have their say.'

Process plant sector

Outlining the importance of the process plant sector Mr. Huckfield said that the development plans of many basic industries depend on the existence of a prosperous, technologically advanced and reliable process plant industry. Since many of the larger process plant companies are located in the Development and Special Development Areas, the industry makes an important contribution to the Government's regional policies. It is also a significant sector in its own right, Mr. Huckfield pointed out, 'employing some 120,000 people and producing upwards of £700 million of goods per annum. The precise figures may be open to challenge because of the problems of definition in this diffuse sector, but give or take even 20 per cent this is a sizeable industry by any standards.'

* *Trade and Industry*, 23 April, page 194.

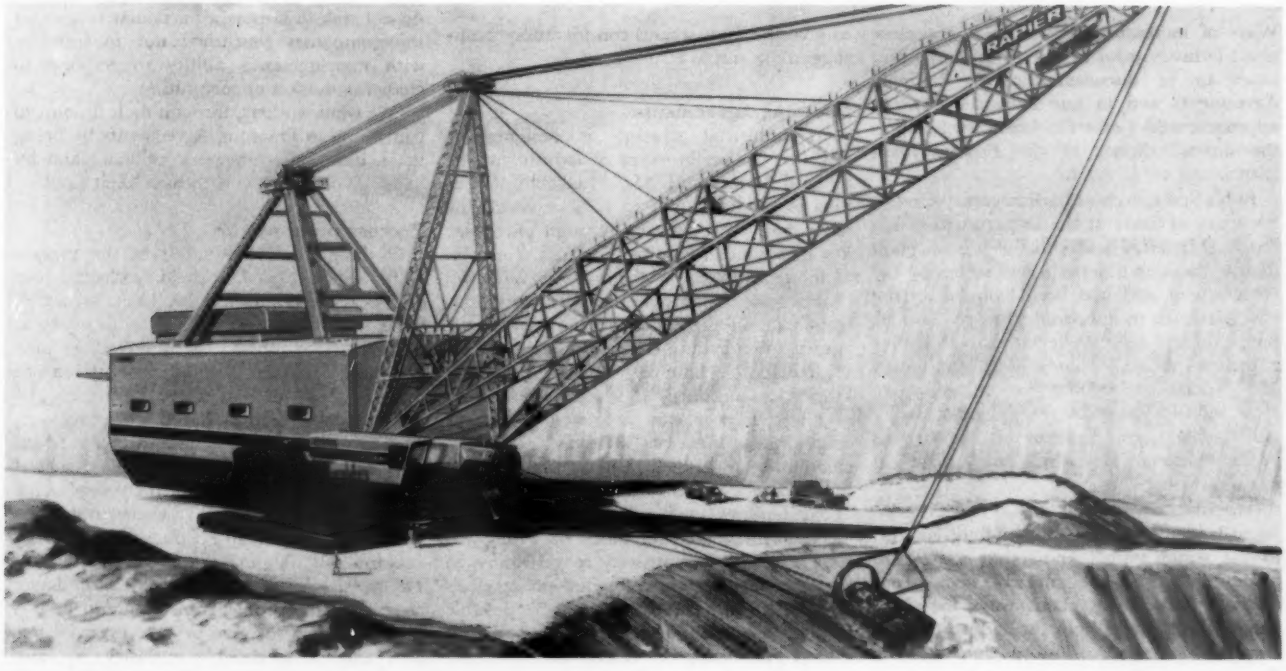
Photonews: British equipment on the move

Harvesting...

A mechanical harvester developed by F. W. McConnel Ltd., Ludlow, Shropshire, demonstrates its ability to harvest a sugar cane crop swiftly and efficiently on the island of Barbados. The tractor-mounted McConnel harvester's prime features are its simplicity and reliability making it ideal for smaller estates and farms, unable to use the large conventional machines, as a first step towards mechanisation.

dragging...

Join 3,000 tonnes of steel, attach it to a pair of feet 19.8 by 3.6m, add a bucket with a 53.5m³ capacity and you produce this giant walking dragline which is under construction by Ransomes and Rapier, Ipswich. This artist's impression shows the largest dragline in the series, which ranges from 10m³ to 53.5m³.



Lifting...

This 10-ton capacity hydraulic mobile crane has a turning circle of just over 38 ft – and can travel, with its load, through doorways 9 ft 3 in high. Produced by Jones Cranes Ltd., Letchworth, Herts, it is the largest of a range of three.

rolling...

Aveling-Barford Ltd., Grantham, has won a record order for 137 road rollers in a Nigerian Government contract worth over £1¼ million. Included in the contract is an order for 100 Tandem model rollers – as shown in the photograph – the largest single order for this type of machine. In addition to a requirement for 37 'conventional' three-wheeled rollers, the contract also calls for three giant mobile rock crushing and screening plants.

boring...

This Halcomast 625D rock drilling equipment produced by Halifax Tool Co., can bore to a depth of 200m with a 165mm drill bit, the Halcotrack 400H, and the Mach 6 pneumatic hammer.

Official appointments

Eric Varley, Secretary of State for Industry, has announced the following official appointments.

Post Office. Professor J. H. H. Merriman, Post Office member for Technology has agreed to an extension of his appointment until 31 December this year. His current appointment ends on 24 July. Lord Pitt, Sir Morien Morgan, Christopher Foster and John Read will serve for a further period of one year as part-time members of the Post Office. Sir Morien Morgan's and Mr. Foster's reappointments date from 17 March; Mr. Read's from 1 April and Lord Pitt's from 1 June.

English Industrial Estates Corporation. Jack Eccles to be a member of the corporation.

Edmund Dell, Secretary of State for Trade, has announced the following official appointment.

British Airways Board. Kenneth Wilkinson to be a member of the board for a period of five years from 1 May.

Shirley Williams, Secretary of State for Prices and Consumer Protection, has announced the following official appointments.

Monopolies and Mergers Commission. Sir Max Brown, KCG, CMG, is to succeed Sir Alexander Johnston, CGB, KBE, as deputy chairman of the commission. Sir Max, who has been a member of the commission since January 1975, will take up his new appointment on 1 May.

ECGD begins part-dispersal to Cardiff

The data processing branch of the Export Credits Guarantee Department moved to Llanishen, Cardiff from London on 26 April.

The move began a programme in which ECGD Comprehensive Guarantee Group, comprising over 800 of ECGD's 2,000 staff, is to move to Cardiff by the end of this decade. It is anticipated that about 50 per cent of these jobs will be recruited locally.

The 36 members of the Data Processing Branch moved into accommodation on the Inland Revenue site at Tyglas Road, Llanishen, where ECGD's new computer is being installed.

Inquiries from exporters should still be made to ECGD headquarters or any of the regional offices.

Swedish firm takes over Aberbargoed factory

The government factory at Aberbargoed, formerly occupied by Corah Ltd., has been allocated to a Swedish firm, Fix Trikafabriker ab.

Fix Trikafabriker will set up a subsidiary, Fix Knitting Industries Ltd., to operate the factory. It will manufacture a wide range of children's indoor clothes in knitted fabrics. These will be sent to Sweden for distribution in Scandinavia and on the continent, and may later be sold in Britain.

It is expected to employ about 60 people in the first few months of operation, rising to about 300 after four years. The firm has already started recruiting employees, and hopes to start production in May.

Clearance of merger proposal

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the merger of the Southland Corporation and Southland-Cavenham Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

PROTECTION OF WRECKS ACT 1973

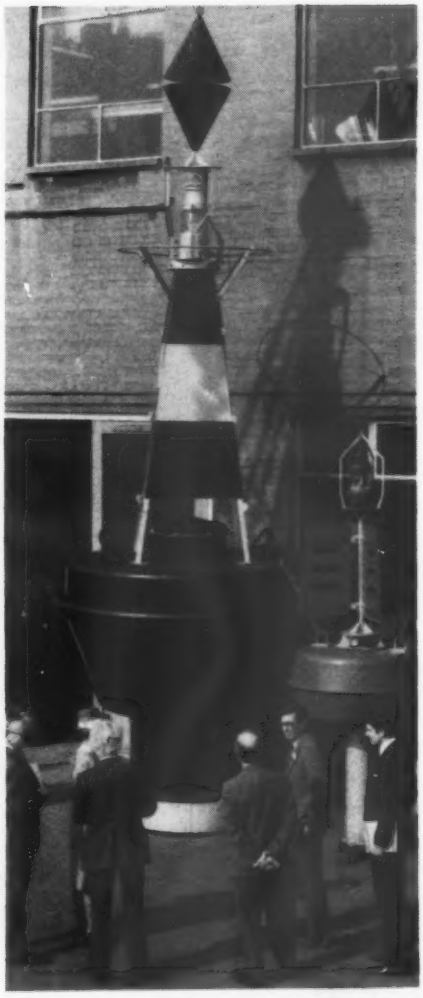
Protection of site of historic wreck

Area near Frenchman's Rocks Rhinns of Islay, to be designated as a restricted area

The Secretary of State for Trade proposes to make an Order under the Protection of Wrecks Act 1973 designating as a restricted area all within 100m of the site off Frenchman's Rocks, Isle of Islay, Argyll and Bute, where a vessel lies wrecked on the seabed at Latitude 55° 41′ 45″ North, Longitude 06° 31′ 50″ West.

After the Order is made and comes into effect it will be an offence within this area to interfere with the wreck or to carry out diving or salvage operations without the authority of a licence granted by the Secretary of State.

If any person or body wishes to make representations about the proposal to make this Order they should write to the Department of Trade, Marine Division, Branch 1C, 90/93 High Holborn, London WC1V 6LP by 10 May 1976.



Visitors at the Brentford works of AGA Navigation Aids Ltd. discuss a light buoy for use in the new cardinal marking system to be in use in North Western Europe by 1978. The top marks indicate a hazard in the quadrant to the NE-SE and this quadrant is indicated at night by the characteristic group flashing three every five seconds. This AGA buoy (BS41 – glass reinforced plastic) is equipped with an acetylene gas flashing light of a type which has a life expectancy of 20 years without a works service. It can also be supplied with electric flashing lights.

Awards for saving life at sea

Edmund Dell, Secretary of State for Trade has made the following awards to members of the crew of mv *Anco Templar*.

To Captain Keith Richmond, master, a piece of plate; to Rene Yves Rostant, first officer, a piece of plate; to William Charles Henry, a boatswain's mate, a piece of plate.

The Minister has also conveyed his appreciation of the devotion shown by Mrs. S. S. Nicholson, the wife of a ship's deck rating for her tireless and effective nursing of two seriously injured fishermen.

The awards are in recognition of the services rendered when the Korean fishing vessel *Kwang Myong No. 96* was in distress in the Pacific Ocean on 14 November 1975.

Technology News

Letting off steam – or heat going to waste?

A tremendous amount of fuel is wasted by too much heat being generated to process material, as well as through leakage and other direct losses. Much could be saved by simple and straightforward measures suggested in a new booklet published by the Department of Energy.

The second in the fuel efficiency series, the booklet*, published this week, is aimed primarily at small to medium sized firms whose processes involve the use of steam.

'Most of the heat in steam is latent or hidden: we cannot see it; we cannot feel it – so we waste it', states the booklet, outlining ways of effecting economies.

'By modifying the routine so that the plant is fully loaded throughout the whole of the working period and shutting it down when no material is available, considerable savings can be effected.' As an example, 'A plant using 2,000 lb of steam an hour, eight hours a day, five days a week, when only 50 per cent loaded, is wasting about 110 tons of coal or 13,800 gallons of oil a year. With coal at £20 a ton and oil at 19p a gallon, this means that you are wasting between £2,300 and £2,600 per year in fuel alone'.

Rearrangement of plant, without interfering with the processing sequence, can often pay dividends by reducing heat loss from steam in factories. In all new designs there is considerable advantage in grouping plant close to the steam supply main.

'Even an unnecessary 10 ft of two-inch pipe can waste £15 to £20 worth of fuel a year in a plant working eight hours a day, five days a week.

'Many processes call for the use of open vats of hot liquor. To allow the temperature of the contents of such a vat to creep up to 180°F, when 150°F is all that is needed, represents a one-third excess use of steam. If the normal steam demand is 1,000 lb an hour, then over a 24-hour day, seven-day week, this excess represents a fuel waste of approximately 156 tons of coal or 19,000 gallons of oil a year.

'A waste of about £3,500 a year can be prevented by spending less than £400 on the installation of simple thermostatic controls. Thermostatic control is also important in the control of room temperature where space heating is involved.'

Mechanical drying remains nearly always the most economical way of removing the bulk of water from very wet material, for instance in a laundry.

Another way of reducing energy bills is by recovering 'flash steam' and making maximum use of the heat in the resultant condensate.

When steam gives up its latent heat it will revert to water. This condensate contains the 'sensible' heat – ie some 20 to 25 per cent of the heat originally added to the water by burning fuel in the boiler. By careful attention to flash steam recovery and returning the condensate to the boiler house most of this heat can be fully recovered.

By using tables temperatures required for process heat, critical in some cases, can be matched with appropriate steam pressures to effect economies.

The booklet urges that all heat-losing surfaces – pipes, flanges, valves, machines – should be properly lagged with the aim of reducing heat loss by some 75 per cent.

* 'The Sensible Use of Latent Heat' (Fuel Efficiency Booklet No. 2), available free from: Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ; tel. 01-211 3394.

British standards over 75 years

A glance at the new British Standards shows that the latest subjects include continental quilts, pressure vessels, fire extinguishing installations and hand crimping tools for terminating electric cables. The list also includes methods of measurement of such apparently elusive subjects as paint colours, the adhesion of stuck-on and moulded-on soles, defects in the flatness of door leaves, as well as some factors that one wishes were a little more elusive such as lead in gasoline and sealed radioactive sources. There is even a code of practice for installing security glazing in such a way that both bandits and bullets are equally repelled.

Now the British Standards Institution is holding an exhibition to celebrate its progress over the last 75 years. An apparently trivial irritation caused the first call for standards, when in the 1880s Sir Joseph Whitworth had trouble fitting his candles into his candlesticks. The protest was taken up by an iron merchant, who wrote to the *Times* in 1895:

'Rolled steel girders are imported into Britain . . . from Belgium and Germany, because we have too much individualism in this country . . . where collective action would be economically advantageous. As a result, architects and engineers generally specify such unnecessarily diverse types of sectional material for given work that anything like economical and continuous manufacture becomes impossible'.

This led, on 26 April 1901, to the first meeting of BSI's forerunner, the Engineering Standards Committee. Its first achievements were spectacular – sizes of tramway rails reduced from 75 to 5; sizes of structural steel sections reduced from 175 to 113; savings to industry £1 million a year.

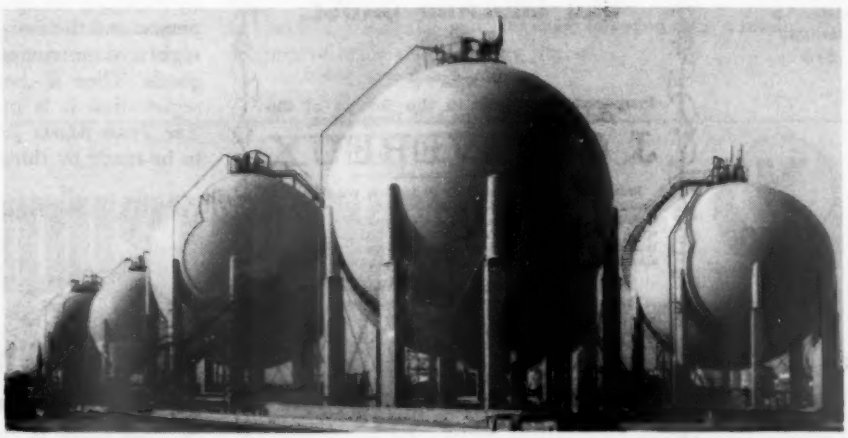
In tracing the story of standards through peace and war, austerity and affluence, the exhibition reveals that international standards work in the electrical field started early – in 1904, by contrast with work in other sectors which did not begin until the late 1930s.

Among its early supporters was Winston Churchill. As Minister of Munitions in 1918, he urged the benefits to the Allied cause of standardisation in aircraft materials.

As the exhibition shows, BSI has been an innovator, not only in standards work but also in the expansion of its responsibilities to cover a wide range of services based on standards – testing, certification, quality assurance and technical help to exporters.

Today there are some 7,000 British Standard publications which sell nearly a million copies a year.

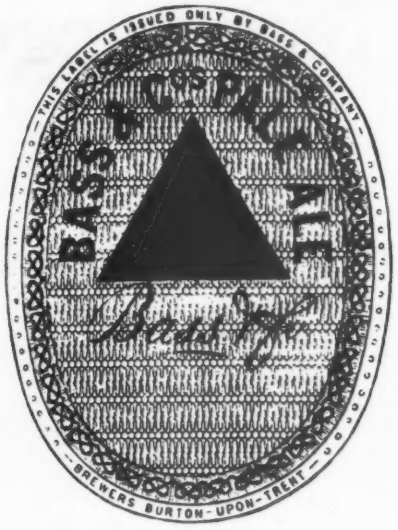
The exhibition is now on view at Hampden House, Green Street, London W1.



Storage spheres for propane and butane at the Stanlow Refinery of Shell (UK) Ltd. Some of many which will now be covered by British Standard 5500 'Unfired fusion welded pressure vessels'. ***Picture from Whessoe Ltd.***

Britain

A hundred years of British trade marks



Trade Mark number 1, still used in a developed form today by Bass Charrington.

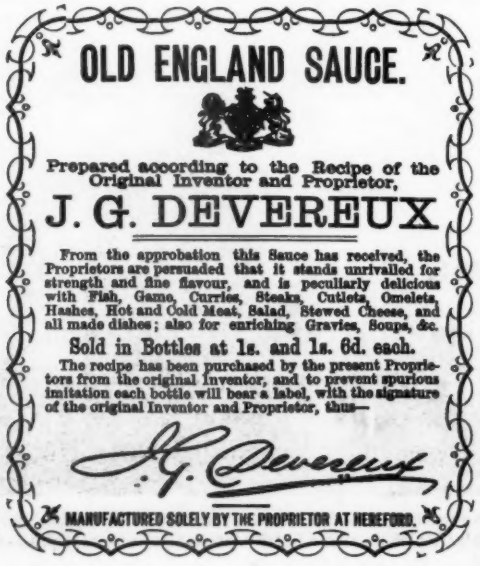
If you had been walking down Chancery Lane, London, early on New Year's Day, 1876, you would probably have noticed a small queue forming through the archway of Quality Court. And you might also have observed some slight jostling for first place for legend has it that there was some competition among representatives who had turned up that winter morning for the privilege of being the first to register their firm's trade mark under the new trade mark law. Be that as it may, the honour went to the brewers, Messrs. Bass and Co., whose red triangle trade mark is still used by the successors of the company to this day.

Theirs was the first of 10,000 trade mark applications filed at the office during the first year. The number has now well exceeded 1 million and there are some 250,000 live trade marks on the register.

We have all grown up with trade marks, many of them household names, and a recent independent survey has shown that the general public relies very much upon them as a guide to the quality of goods they buy.

Man has been using some kind of trade mark to identify his goods from time immemorial and many examples survive from antiquity.

One of the earliest food trade marks, dated 15 January 1876


OLD ENGLAND SAUCE.

Prepared according to the Recipe of the Original Inventor and Proprietor,

J. G. DEVEREUX

From the approbation this Sauce has received, the Proprietors are persuaded that it stands unrivalled for strength and fine flavour, and is peculiarly delicious with Fish, Game, Curries, Steaks, Cutlets, Omelets, Hashes, Hot and Cold Meat, Salad, Stewed Cheese, and all made dishes; also for enriching Gravies, Soups, &c.

Sold in Bottles at 1s. and 1s. 6d. each.

The recipe has been purchased by the present Proprietors from the original Inventor, and to prevent spurious imitation each bottle will bear a label, with the signature of the original Inventor and Proprietor, thus—

J. G. Devereux

MANUFACTURED SOLELY BY THE PROPRIETOR AT HEREFORD.

With the exception of the Dark Ages, compulsory marking to indicate the origin and often the quality or standard of goods was fairly widespread from the days of Roman Byzantium, 1,400 years ago, to the Middle Ages and beyond, and continues today in the compulsory hallmarking of precious metals.

There are obvious practical advantages in using a shorthand symbol rather than the full name and address of the supplier, both for the trader eager to have his own particular goods sought out and for the customer looking to purchase the same goods again. But a whole legal edifice has now been built on this simple foundation and in the need to protect the natural right of any trader to maintain goodwill in any trade mark he has made his own and to protect against its use by others. Although he always had this right at common law it was not until 1875 that the first Trade Marks Registration Act established ownership in his trade mark as assignable and transmissable personal property.

Trade marks are signposts to history and the designs frequently commemorate passing fashion and ephemeral events. They may be simple or elaborate, representational or abstract, a word, a logo, or some adaptation of the maker's name or initials but to appear on the Trade Marks Register they must pass several hurdles. The first is that they must in themselves be sufficiently distinctive. Secondly they must not be deceptive by implying that goods have characteristics which they do not possess and the design must not conflict with any other already registered or currently applied for in the same category of goods. Then if the mark is accepted as being suitable for registration it is published, with supporting information in *The Trade Marks Journal* and a month allowed for objections to be made by third parties.

Two marks in the first issue of *The Trade Marks Journal*.

Head-measuring by hatter Robert Heath of Hyde Park Corner.

Callard and Bowser's butterscotch mark, still in use.

A mark for Portland Cement by the West Kent Gault Brick and Portland Cement Co. Ltd.

The bull's head, also in the Journal's first issue, is still used by Colman's mustard.

The journal celebrates its centenary on 3 May this year. Any one issue picked up at random is a fascinating glimpse into the kind of signs and symbols coming up all the time for registration. A visit to the Trade Marks Registry is an interesting experience and a very practical one for anyone designing a new trade mark to check that a similar one is not already in use.

There are 34 classes of goods for trade mark registration purposes. The indexes for each class are arranged alphabetically and by terminations for words used as trade marks and into various kinds of symbols, birds, beasts and flowers, human figures, geometric designs, shapes and patterns of every description for device or picture trade marks. Many represent new names, new firms, new products, while some have stayed on the register unchanged for a hundred years; others have moved with the times, altering over the years to the dictates of fashion, from Victorian elaboration, through art nouveau, stripped to the bare bones in mid-twentieth century style and then all the way back again to an adaptation of their original design.

The fact that all this is so easy to trace through the records is a tribute to the people who first set up the Registry last century and who devised a simple, straightforward system which is basically still in use today. It could hardly be bettered but methods of mechanising the index material are being investigated. Each symbol is examined as it comes in, sometimes under many different headings, and the examiner recommends whether it is acceptable for registration or not. If objections are raised the applicant may argue the case in support of his mark, right up to the High Court if that were necessary. But frequently it is found that either the mark or the specification of the goods can be slightly amended or registered subject to certain conditions to overcome the initial objection.

Trade marks can be accepted in two different categories. Part B does not require such a high degree of distinctiveness as Part A but neither does the mark have so much protection. Each mark is initially registered for seven years and after that may be renewed for 14 years at a time.

But although all seems so unchanged over the last century at 25 Southampton Buildings in Chancery Lane inevitably the wind of change is blowing through those portals as everywhere else in the land. In recent years the office has become increasingly involved in international affairs. For instance the United Kingdom was one of the eight original signatories to the Trade Mark Registration Treaty (not yet in force) in Vienna in 1973 aimed at simplifying and unifying procedures for the registration and protection of trade marks. Some interesting international case law on trade marks is being built up in the European Courts of Justice. Also there is the possible development of a European Trade Mark which will be acceptable throughout the EEC. If this were to become a reality, it is hoped that the offer of the British Government will be accepted to establish the European Trade Marks Office in London, where the past 100 years has seen such a fascinating chapter of trade mark history unfold.

King & Co
Chartered Surveyors
1 Snow Hill,
London, EC1A 2DL
Telephone 01-236 3000
Telex 885485
Also in Manchester,
Leeds & Brussels.

INDUSTRIAL & COMMERCIAL PROPERTY

European Community News

Negotiations on the establishment of a passport union

The communiqué issued at the European summit in Paris in December 1974 directed that a working party should study the possibility of establishing a passport union and, in anticipation of this, the introduction of a uniform passport.

There has been considerable public and Parliamentary confusion over the introduction of a uniform passport with references to 'Euro passports' and 'Euro citizenship'. The present proposal is, in fact, merely to redesign the national passports of the Nine to a uniform style which would be symbolic of the European commitment of the member states.

The Government has already agreed in principle to the introduction of the new passport as from 1978, although it is not possible to say just when the United Kingdom will make the change.

Current discussions in Brussels focus on a variety of technical issues, of which perhaps the most difficult is the relative position on the cover of the words 'European Community' and the name of the country. Others include the accommodation of a community symbol as well as the Royal Arms, the number of languages to be used and the colour. At present mauve, proposed by the Netherlands, enjoys most support.

The second, longer-term issue in passport union is that of the abolition of frontier controls and the obstacles to achieving this within the foreseeable future are enormous. Other member states, notably the Netherlands, Denmark and Ireland, share this country's view that while governments can discuss the problems in detail in order to try to determine exactly what would be involved, the issues are so complex that the study is still in its very early stages.

Unemployment: even the community is not self-sufficient – Denis Healey

'There is much which can be done by the members of the European community to ease the problems of unemployment in the coming years. But on an issue of this magnitude even the community is not self-sufficient.' The point was made by Chancellor of the Exchequer Denis Healey in an address of welcome made to the second congress of the European trade union confederation on 22 April.

Mr. Healey said, 'one of the many advantages of the ETUC is the presence in its midst of countries outside the community some of which – I hope I may mention in particular Sweden, Norway and Austria – have shown what can be done to fight the twin evils of inflation and unemployment when there is close and continuous co-operation between social democratic governments and trade union movements.'

Mr. Healey said he was proud of the fact that the British Government had taken the lead in putting unemployment on the agenda of the finance ministers of the European community.

There had already been, he said, a valuable discussion in the economic and social committee which resulted in the adoption of an opinion put forward by David Basnett of the British General and Municipal Workers Union. Referring to last Monday's council meeting, Mr. Healey explained that he would be considering with his fellow finance ministers what they could do in their field of fiscal and monetary policy to give practical meaning to that opinion.

He went on, 'if there is one thing we should learn from the experience of the last few years it is that full employment and stable prices are objectives which cannot be achieved by a single nation alone, or even by co-operation on a continental scale. They require world-wide co-operation since prosperity like peace is now indivisible.'

He explained that the level of activity in the United States and Japan helped to determine the level of employment in Europe, while the price of raw materials produced in Africa, the Middle East, Asia and Latin America helped to determine prices in European shops – and to decide whether the industrial countries would be able to reply on an adequate supply of the materials their economy required.

'But,' said Mr. Healey, 'I believe that co-operation among the European countries can give Europe the voice it needs in these world decisions. Indeed, I often feel that Europe would achieve the unity it seeks much faster if it were less obsessed with its internal problems and more concerned to exercise a fruitful influence in the outside world.'

Agricultural talks in London

Petrus Lardinois, EEC commissioner responsible for agriculture (left) with Fred Peart, Minister of Agriculture, Fisheries and Food, during Mr. Lardinois' visit to London on 20 April. They were discussing the effects on the community budget of the agrimonetary arrangements in the light of the market value of sterling.

European Computing Services Association – first conference

Six months after its inauguration last November, the European Computing Services Association (ECSA) is organising its first official conference at the Heathrow Hotel in London from 9-11 June.

The association, which represents the national associations of Belgium, Finland, Holland, Spain, France, Italy, Norway, Sweden, Denmark and the UK, will discuss the new market conditions evolving for the computing service industry in Europe as a result of the development of the small business computer and the increased potential of telecommunications networks.

Among the topics to be covered at the conference are pricing, inhouse cost thresholds, confidentiality in networking, developments in telephony, total system responsibility and distributed processing on a service basis.

Further details about the conference are available from Diana Kirby, Computing Services Association Secretariat, 109 Kingsway, London WC2B 6PU, tel. 01-405 2171/2.

Agriculture in the community: 1975 report

The publication office of the European communities has just published for the first time the *Annual Report on the State of Agriculture in the Nine*.

The report, which contains information not available from any other sources, gives a complete view of the evolution of agriculture and agricultural markets in 1975. Its 400 pages contain a written commentary as well as more than 250 pages of tables.

Published in the six official languages of the community, the report will in future be published each year. It can be obtained from the Office of Official Publications of the European Communities, Boite Postale 1003, Luxembourg, Grand Duchy of Luxembourg, and, in this country, from Her Majesty's Stationery Office.

EEC Regional Development Fund – UK allocated further £17.6m

A contribution of £17.6 million towards the cost of 262 projects in the UK is to be made from the EEC Regional Development Fund.

The announcement, which was made by the European commission on 29 April, brings the total allocated to the UK during 1976 to £20.6 million and the overall total since the inception of the fund to £56.5 million.

The 17.6 million contribution is the second allocation from the fund towards the UK's 1976 share of about £58 million and it is allocated as follows:

	Projects	Fund aid
		£
England	134	9,644,619.50
Northern Ireland	23	1,823,111
Scotland	41	2,939,654
Wales	64	3,191,369
Total	262	17,598,753.50

The new allocation by the commission includes contributions totalling £2.5 million towards the cost of national aids to 73 industrial and service industry projects in England (the full list will be published next week). The money will not be passed on to the individual businesses concerned but will be retained by the Government and used to go ahead with a greater total of regional investment than would otherwise have been possible.

The commission has also allocated £40 million from the Regional Development Fund towards the cost of 136 projects in other member states.

Further decisions by the Commission on the allocation of money from the Regional Development Fund are expected during the course of 1976.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of 'Trade and Industry'. For this week's additional news, turn to the following pages:

Britain
A hundred years of British trade marks 278

Exhibitions and Fairs
British professionalism pays off at Munich 299
Cross-section of British industry at Petrotech 300

Tariff and Trade Notices
Federal Republic of Germany – Holiday traffic order 290
France – Health certificates 290

BOTB News
'Increased exports will ensure more jobs' 298

Statistics
Registrations of British, community and foreign films 330

Contracts for EEC environmental research

The European commission has invited proposals from individuals and organisations within the community for contracts of up to three years duration in the first phase of a further programme of environmental research.

Ministers of the nine member states have agreed to a five-year environmental research and development programme beginning this year, at a total cost of about £6,700,000.

Proposals should be submitted to the commission by 30 June for the following areas of work:

Research aimed at the establishment of exposure – effect relationships for pollutants and environmental chemicals: including heavy metals, organic micro pollutants, asbestos and other fibrous materials, new chemicals, air quality, water quality, waste heat, marine pollution and noise pollution.

Research and development on environmental information management: essentially on new chemicals likely to hazard health or the environment.

Research and development on the prevention and reduction of pollution and nuisances: special attention will be given to treatment of waste water, sewage sludge, industrial effluent and waste processing.

Improvement of the environment: topics include the structure and function of ecosystems, biogeochemical cycles, reclamation of spoiled or waste land, remote sensing of environmental disturbances and the ecological implications of land development and modern methods of farming.

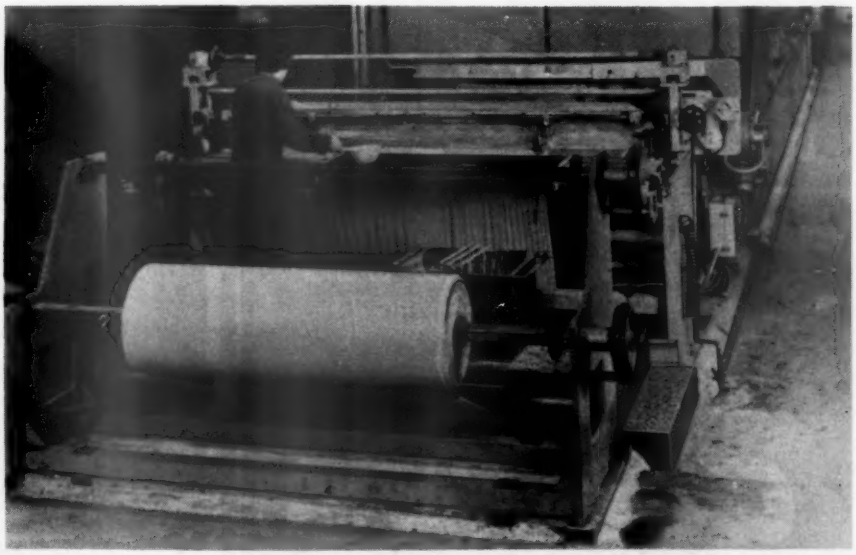
The cost of projects accepted for inclusion in the programme would usually be shared equally between the community and the contractor.

The Department of the Environment and the Department of Health and Social Security have broad interests in the programme and will be arranging that laboratories undertaking projects on their behalf that match closely to the commission's requirements submit this research for consideration. These departments will be available for advice to any other organisation or individual interested in making proposals to the commission and will consider the possibility of providing financial support for suitable projects where provision has already been made in the research programmes of the departments.

Inquiries should be addressed to the Department of the Environment, Room S9/19, 2 Marsham Street, London SW1P 3EB, tel. 01-212 8528).

Details of the commission's invitation are given in the *Official Journal of the European Communities* (No. C78, price 35p), available from HM Stationery Office bookshops.

Manchester firm ready for push into Europe



One of B M Coatings two new production lines designed for the European market. Each line is equipped with multipurpose head spreading machines capable of continuous running, coating fabric widths up to 2.5m in a range of rubber, synthetic rubber, PVC, polyurethane and other synthetic resins. The Manchester company expects to win orders to supply manufacturers of inflatables, protective clothing, camping and sports equipment, and freight covers.

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 832/76 amending Regulations 359/67/EEC, (EEC) 950/68, (EEC) 3330/74, (EEC) 2727/75 and (EEC) 2744/75 on the tariff nomenclature of certain cereal, rice, beef and veal and sugar products (*Official Journal* L100, 14 April 1976).

Regulation (EEC) 833/76 fixing certain prices and other amounts applicable in agriculture for the 1976/77 marketing year (*Official Journal* L100, 14 April 1976).

Sugar. Regulation (EEC) 834/76 fixing for the 1976/77 sugar year the derived intervention prices, the intervention prices for raw beet sugar, the minimum prices for beet, the threshold prices and the maximum amount of the production levy and fixing the coefficient for calculating the special maximum quota (*Official Journal* L100, 14 April 1976).

Cattle, beef and veal. Regulation (EEC) 885/76 on the sale at prices fixed in advance of certain boned beef held by intervention agencies (*Official Journal* L101, 15 April 1976).

Milk and milk products. Regulation (EEC) 887/76 amending for the second time Regulation (EEC) 2044/75 as regards the period of validity of export certificates for certain milk products (*Official Journal* L101, 15 April 1976).

Fish and fish products. Regulation (EEC) 889/76 suspending imports of frozen hake and saithe, whether whole or in fillets (*Official Journal* L101, 15 April 1976).

Fruit and vegetables. Regulation (EEC) 890/76 providing for exemption in certain cases from the tax on exports of potatoes (*Official Journal* L101, 15 April 1976).

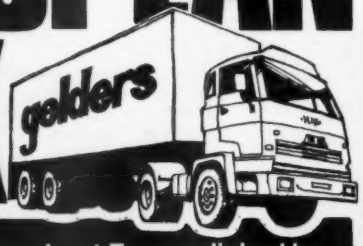
Commercial policy

Textile imports. The *Official Journal of the European Communities* L92, 7 April 1976, contains the text of Regulation (EEC) 790/76 amending the interim measures established by Regulation (EEC) 3355/75 with regard to imports of certain textile products originating in Brazil.

Further information: Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 4113.

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

EUROPEAN LINK



Gelders offices throughout Europe, linked by daily direct services, for all door-to-door international freighting requirements.

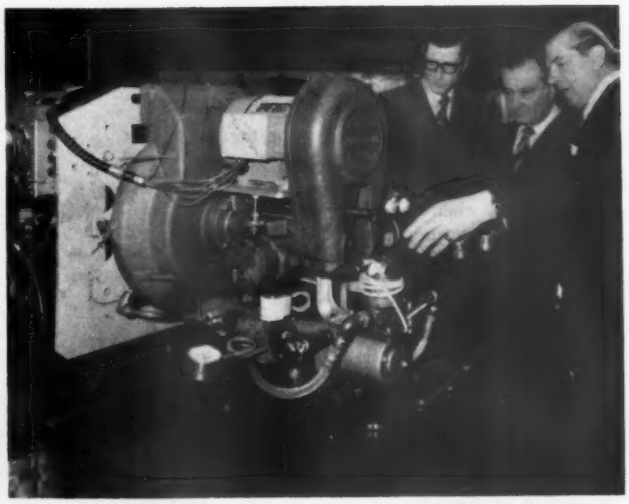
UK: Birmingham, Bristol, Felixstowe, Glasgow, Hull, Manchester, Northampton.

gelders

Gelders UK Transport Ltd. South Portway Close, Round Spinney Industrial Estate, Northampton NN3 4RB
Tel: Northampton (0604) 43651 Telex 311302

Groupage-Full loads-Storage-Distribution

Italian order for British marine burners



Vince Carey (right), marine products export sales manager of Hamworthy Engineering's Combustion Division, explains the testing of an oil-fired rotary burner to Rear-Admiral F. Mottolese (centre), Italian Defence and Naval Attache in London, and his assistant, Commander C. Bruno. The Italian defence ministry has placed a £50,000 order for 12 Hamworthy/Wallsend oil-fired marine burners and their associated control systems for installation aboard the Italian Navy ship *Andrea Doria*.

Economic Indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the member states of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

At extensive bibliography – 'Sources of Statistics: 2. The European Economic Community' – which lists publications in the Statistics and Market Intelligence Library of the Department of Trade, is obtainable on request to the library at Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 368). 'Statistical News' No. 21 (May 1973), published by the Central Statistical Office, contains a selected bibliography of statistical publications of the commission of the European communities.

TABLE 1 Industrial Production (Excluding construction) Seasonally adjusted — Indices 1970 = 100

	Belgium	Luxembourg	France[1]	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom	EEC[3]	*United States*	*Japan*
Weights in EEC	3.9	0.3	18.1	39.9	0.6	13.3	4.5	19.4	100.0	—	—
Weights in total	1.3	0.1	6.0	13.2	0.2	4.4	1.5	6.4	33.1	*43.3*	*11.9*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	112	106	109	104	111	102	106	*108*	*110*
1973	116	115	120	113	119	114	118	111	115	*118*	*127*
1974	120	119	123	112	123	119	121	108	116	*117*	*124*
1975	108	93	112	104		108	115	101	107 (e)	*107*	*111*
1974 1st quarter	122	124	125	114	127	123	122	107	116	*117*	*130*
2nd quarter	122	119	126	113	124	125	122	109	117	*118*	*127*
3rd quarter	120	120	126	111	121	119	123	110	116	*118*	*122*
4th quarter	116	113	118	109	119	111	120	106	111	*114*	*115*
1975 1st quarter	111	103	114	106	116	110	117	106	109	*105*	*108*
2nd quarter	109	92	111	103	114	107	114	100	105	*103*	*110*
3rd quarter	103	82	111	102	114	106	111	100	104	*107*	*113*
4th quarter	108	95	114	107		110	119	100	109	*110*	*113*
1974 August	119	118	129	111		112	125	111	115	*117*	*121*
September	122	121	122	112		123	124	108	116	*118*	*121*
October	121	120	122	111		117	122	106	114	*117*	*118*
November	118	115	117	110		111	122	107	113	*114*	*115*
December	111	107	114	106		106	116	104	108	*110*	*112*
1975 January	113	104	115	104		110	116	108	108	*107*	*107*
February	111	101	115	105		113	116	107	109	*104*	*105*
March	109	102	112	107		108	118	104	108	*103*	*105*
April	111	93	112	101		109	113	102	105	*103*	*109*
May	105	87	108	105		103	114	99	105	*103*	*110*
June	111	96	113	103		109	114	100	106	*104*	*111*
July	101	90	111	99		110	109	101	103	*105*	*114*
August	100	61	111	104		98	111	100	103	*107*	*112*
September	107	96	111	104		110	114	101	106	*109*	*114*
October	109	89	113	106		110	116	102	108	*109*	*114*
November	110	98	112	108		112	122	102	109	*110*	*112*
December	107	98	116	108		107	120	100	109	*111*	*114*
1976 January	111	97	119	111		109 (e)	122	102		*112*	*116*
February	112 (e)			112 (e)				103		*112*	*117* (e)
March										*113* (e)	
% change latest three months:											
On previous three months	1.2	19.1	3.6	4.1	Nil	3.1	6.7	Nil	4.5	*2.1*	*2.1*
On a year earlier	−1.5	−10.1	0.3	5.1	−5.8	0.3	2.8	−4.4	−2.7	*7.3*	*7.1*

[1] Excluding clothing, wood products and furniture. [2] Mining and manufacturing only. [3] Excluding Denmark. (e) Estimated.
Source: 'OECD Main Economic Indicators'

Hints to businessmen

Department of Trade's *Hints to Businessmen* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146).

If you're expanding into Holland, have a word with us first.

You could save yourself time, trouble and money by asking our advice. We can research the potential within the Dutch market for your product, assist with mergers and acquisitions, or conduct an agency search on your behalf. We have well established contacts in government, commerce and banking etc, and can arrange for you to meet the right person, first time. So, even if your enquiries are only general at this stage, come and have a word with us.

Contact: Mr. Alabaster. Tel: 01-405 1358
THE NETHERLANDS-BRITISH CHAMBER OF COMMERCE
307 High Holborn, London WC1V 7LS
Manchester office 061-834 5674

TABLE 2 Unemployment seasonally adjusted

Indices 1970 = 100

	Belgium[1,2]	Denmark[1,3]	France[2,4]	German F.R.[5]	Ireland[1]	Italy[6]	Netherlands[2,5]	Great Britain[5]	*United States*[6]	*Japan*[7]
1971	100	125	129	126	100	100	135	129	*122*	*111*
1972	123	125	145	166	114	113	235	142	*118*	*119*
1973	130	84	150	184	104	109	239	102	*105*	*107*
1974	148	186	190	391	114	91	293	101	*124*	*117*
1975	249	430	321	721	179	106	424	157	*192*	*177*
1974 1st quarter	131	81	168	317	102	89	263	96	*112*	*107*
2nd quarter	137	135	169	344	110	86	270	97	*113*	*111*
3rd quarter	151	208	181	409	117	90	302	104	*126*	*118*
4th quarter	172	323	235	547	133	98	337	107	*150*	*143*
1975 1st quarter	199	420	279	684	164	90	378	123	*183*	*152*
2nd quarter	239	423	319	720	179	118	413	143	*198*	*180*
3rd quarter	269	410	335	745	186	106	450	170	*196*	*196*
4th quarter	296	463	350	766	190	113	459	190	*194*	*200*
1974 August	148	205	177	466	114		304	103	*120*	*118*
September	158	247	190	510	121		311	105	*130*	*121*
October	166	303	213	546	126	98	324	107	*136*	*130*
November	172	327	240	566	133		343	109	*147*	*142*
December	179	338	252	548	140		354		*162*	*156*
1975 January	186	426	267	666	157	90	367	120	*184*	*149*
February	197	403	278	693	167		378	125	*180*	*151*
March	213	434	292	693	169		389	128	*190*	*156*
April	227	451	304	717	174	118	407	135	*194*	*161*
May	239	418	319	716	179		411	143	*202*	*165*
June	254	399	335	728	183		420	151	*197*	*167*
July	258	355	338	747	186	106	439	164	*198*	*194*
August	269	433	330	752	183		450	168	*194*	*195*
September	280	445	337	736	188		456	175	*195*	*199*
October	297	454	344	760	190	113	459	184	*198*	*200*
November	297	448	353	763	190		459	191	*194*	*199*
December	293	489	352	774	193		459	199	*189*	*202*
1976 January	289	476	354	797			456	205	*178*	*158*
February	292	471	353	801			461	209	*175*	
March	304 (e)	442 (e)	358 (e)	743 (e)			447 (e)	208	*172*	
April								209		
Rate %[8]	5.5	4.3	4.4	4.0	7.1	3.5	4.3	4.7	*8.1*	*1.5*
% change latest three months										
On previous three months	−0.2	−0.1	1.5	1.9	2.9	6.6	−0.9	5.2	*−9.6*	*−5.9*
On a year earlier	48.5	10.0	27.2	14.1	43.6	15.3	20.3	61.3	*−5.2*	*25.1*

Note: Figures of total unemployment and unemployment rates are very sensitive to the particular measures used and the sources from which they are obtained. The figures in this table to a large extent reflect the different administrative systems and social-security provisions of the countries concerned.

[1] Insured unemployed. [2] Change of basis during period. [3] Monthly data are weekly averages. [4] Unfilled applications. [5] GB percent change on year is estimated.
[6] Based on results of sample survey. [7] Unemployment-insurance beneficiaries.
[8] Numbers in latest month available as % of total employees (UK) and of total labour force (others) (1970). (e) Estimated.

Source: 'OECD Main Economic Indicators'.
GB source: 'Monthly Digest of Statistics'.

TABLE 3 Exports (fob) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxembourg	Denmark[2]	France	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom[2]	EEC	*United States*[2]	*Japan*[2]
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	16,392	24,340	153,152	*49,676*	*28,591*
1973	22,416	6,120	35,952	67,440	2,124	22,236	23,952	28,862	210,684	*71,316*	*36,936*
1974	28,260	7,716	45,900	89,160	2,628	30,288	32,436	37,196	275,100	*98,508*	*55,536*
1975	27,158 (e)	8,712	52,212	90,468	3,156			41,715		*107,712*	*55,824*
1974 1st quarter	6,255	1,779	10,452	20,571	597	6,621	7,176	7,939	61,695	*22,326*	*11,442*
2nd quarter	7,311	1,887	11,208	22,761	636	7,197	8,154	9,611	69,066	*24,402*	*13,911*
3rd quarter	7,260	1,977	11,895	22,386	666	8,136	8,559	9,927	71,265	*25,281*	*14,445*
4th quarter	7,296	2,088	12,465	23,337	738	8,181	8,646	9,750	72,849	*26,706*	*15,396*
1975 1st quarter	7,893	2,199	13,557	23,625	771	8,712	8,928	10,842	77,061	*26,840*	*14,907*
2nd quarter	7,035	2,193	13,317	23,133	756	8,454	8,532	10,415	74,355	*25,795*	*13,842*
3rd quarter	6,408	2,055	12,441	21,060	795	8,697	7,869	9,865	69,696	*27,135*	*13,176*
4th quarter		2,241	12,876	22,389	834			10,475		*28,206*	*14,079*
1976 1st quarter								10,886			
1974 August	2,523	648	3,966	7,578	221	2,606	2,556	3,401	23,540	*6,447*	*5,004*
September	2,339	669	4,039	7,197	208	2,643	2,861	3,526	23,577	*8,460*	*4,664*
October	2,337	674	3,876	7,401	223	2,680	2,793	3,376	23,365	*7,698*	*5,353*
November	2,514	731	4,054	8,076	249	2,671	2,733	3,016	24,252	*9,159*	*5,246*
December	2,307	677	4,537	7,796	269	2,898	2,985	3,228	24,883	*8,841*	*4,898*
1975 January	2,642	737	4,437	7,928	288	2,852	3,014	3,712	25,644	*9,258*	*5,113*
February	2,755	730	4,631	7,952	265	2,909	2,968	3,475	25,965	*8,819*	*4,977*
March	2,496	731	4,491	7,746	218	2,951	2,946	3,794	25,511	*8,773*	*4,817*
April	2,360	738	4,426	7,610	270	2,747	2,952	3,287	24,558	*8,593*	*4,789*
May	2,285	706	4,310	7,354	265	2,785	2,722	3,742	24,404	*8,414*	*4,571*
June	2,388	749	4,581	8,169	221	2,921	2,857	3,384	25,482	*8,788*	*4,481*
July	2,053	707	4,186	7,224	266	2,799	2,655	3,418	23,532	*8,868*	*4,423*
August	2,240	671	4,142	6,704	263	3,031	2,499	3,149	22,902	*9,119*	*4,420*
September	2,116	678	4,114	7,132	265	2,848	2,708	3,298	23,378	*9,147*	*4,333*
October	2,271	806	4,148	7,200	316	2,918	3,008	3,555	24,489	*9,303*	*4,764*
November	2,632	724	4,315	7,764	290	3,182	3,095	3,356	25,591	*9,527*	*4,467*
December	2,324	711	4,414	7,424	241	2,916	3,037	3,562	24,812	*9,376*	*4,849*
1976 January			4,467 (e)	7,085 (e)	219 (e)	3,106 (e)		3,607		*9,225* (e)	
February			4,791 (e)					3,564			
March								3,708			
% change in dollar terms latest three months											
On previous three months	12.8	9.0	8.7	5.9	−11.1	4.6	16.3	3.9	7.3	*2.0*	*6.9*
On a year earlier	1.0	7.6	0.5	−6.4	−7.0	9.3	7.4	−0.9	3.3	*3.2*	*−9.1*
% change in national currencies latest three months											
On previous three months	12.8	10.1	11.7	5.0	−9.1	21.6	16.7	5.9	9.3	*2.0*	*5.5*
On a year earlier	13.4	19.1	6.2	3.0	10.5	35.5	19.1	15.5	15.3	*3.2*	*−6.9*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Series "A"'.

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2,3]*	*Japan[2]*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,879	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	*55,819*	*23,463*
1973	21,936	7,704	37,380	54,492	2,784	27,816	24,360	38,884	215,232	*69,120*	*38,316*
1974	29,700	9,852	52,824	68,976	3,816	40,968	33,204	54,486	293,568	*100,968*	*62,112*
1975		10,332	54,240	74,364	3,792			53,695			*57,852*
1974 1st quarrer	6,522	2,331	11,973	15,354	834	9,387	7,197	12,043	65,661	*21,615*	*14,265*
2nd quarter	7,578	2,391	13,251	17,436	996	10,203	8,445	14,269	74,511	*24,951*	*15,891*
3rd quarter	7,485	2,331	13,935	17,865	1,023	11,121	8,835	14,119	76,605	*27,189*	*15,819*
4th quarter	7,290	2,337	13,809	18,345	939	10,314	8,817	14,093	75,951	*27,294*	*16,032*
1975 1st quarter	7,479	2,445	14,016	18,618	987	9,273	9,297	14,063	76,056	*25,002*	*14,895*
2nd quarter	7,359	2,415	13,131	18,678	924	9,039	8,760	13,091	73,296	*22,275*	*13,521*
3rd quarter	6,891	2,439	12,777	17,865	894	9,399	8,091	13,177	71,439	*24,303*	*14,451*
4th quarter		2,844	14,328	19,290	996			13,204			*15,102*
1976 1st quarter								12,442			
1974 July	2,675	795	4,786	5,926	354	4,237	3,194	4,751	26,903	*8,792*	*5,543*
August	2,404	810	4,730	6,197	357	3,493	2,732	4,618	25,280	*9,469*	*5,180*
September	2,468	727	4,572	5,734	330	3,494	2,932	4,564	24,969	*8,951*	*4,994*
October	2,349	759	4,514	6,010	308	3,564	2,861	4,760	25,083	*8,732*	*5,220*
November	2,362	788	4,477	6,193	291	3,191	2,872	4,691	24,835	*9,311*	*5,357*
December	2,468	738	4,660	6,031	316	3,454	2,923	4,493	25,214	*9,365*	*5,289*
1975 January	2,479	828	4,752	6,096	338	3,113	3,125	5,011	25,739	*9,811*	*5,217*
February	2,499	835	4,678	6,327	359	2,980	3,107	4,738	25,522	*7,781*	*4,892*
March	2,502	784	4,585	6,195	288	3,179	3,064	4,305	24,897	*7,410*	*4,786*
April	2,493	816	4,415	6,573	318	2,981	2,886	4,428	24,904	*7,909*	*4,579*
May	2,414	809	4,244	5,882	310	2,823	2,886	4,290	23,658	*7,314*	*4,609*
June	2,453	790	4,472	6,222	295	3,234	2,988	4,377	24,836	*7,052*	*4,333*
July	2,267	803	4,294	5,847	302	3,142	2,676	4,520	23,848	*7,805*	*4,823*
August	2,185	805	4,173	5,843	286	2,814	2,544	4,447	23,097	*8,130*	*4,593*
September	2,440	830	4,309	6,174	305	3,443	2,870	4,212	24,587	*8,370*	*5,034*
October	2,456	874	4,644	6,320	308	3,288	2,766	4,397	25,049	*8,406*	*5,089*
November	2,605	978	4,897	6,307	357	3,637	3,203	4,367	26,349	*8,555*	*4,793*
December	2,565	991	4,786	6,662	339	3,676	3,116	4,439	26,572	*8,555*	*5,270*
1976 January			4,674 (e)	6,126 (e)	313 (e)	3,307 (e)		4,431		*9,176* (e)	
February			4,845 (e)					4,567			
March								4,246			
% change in dollar terms latest three months											
On previous three months	10.7	16.6	3.3	4.1	12.2	11.3	12.3	0.3	9.0	*5.5*	*4.9*
On a year earlier	6.2	24.4	1.5	4.6	6.8	8.8	5.0	−5.8	3.8	*−7.7*	*−4.5*
% change in national currencies latest three months											
On previous three months	10.7	17.7	6.2	3.3	14.7	29.4	12.7	2.0	12.1	*5.5*	*3.5*
On a year earlier	19.2	37.7	7.8	15.1	26.9	34.4	16.4	9.8	21.0	*−7.7*	*−2.2*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] Weighted average of percentage changes in national currencies
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

TABLE 5 Balance of Payments on current account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1970	724	−544	+297	729	−191	902	−518	1,661	2,470	*−281*	*1,970*
1971	851	−423	530	323	−190	2,041	−233	2,588	5,143	*−3,881*	*5,821*
1972	1,113	−66	297	1,041	−139	2,266	1,050	221	4,314	*−9,714*	*6,624*
1973	1,140	−472	−691	4,349	−216	−2,510	1,750	−5,718	865 (e)	*337*	*−133*
1974	911	−982	−5,943	9,676		−7,817	1,648	−12,319		*−3,362*	*−4,650*
1975		−508						−7,111			
1973 1st quarter	366	−151	−225	565		−669	396	−890		*−311*	*497*
2nd quarter	232	−179	280	1,039		−736	574	−471		*−941*	*−416*
3rd quarter	217	69	−542	826		−14	−41	−603		*−1,087*	*101*
4th quarter	326	−211	−206	1,919		−1,060	822	−1,165		*2,676*	*−315*
1974 1st quarter	339	−519	−1,602	2,783		−2,503	335	−3,233		*1,323*	*−3,274*
2nd quarter	−121	−311	−1,864	2,193		−2,433	405	−3,233		*−1,869*	*−2,377*
3rd quarter	323	−141	−1,930	827		−1,413	478	−2,970		*−4,099*	*−133*
4th quarter	370	−16	−547	3,873		−1,467	429	−2,879		*1,283*	*1,133*
1975	622	−88	−418	2,200		−461	129	−2,485		*3,073*	*−887*
2nd quarter	141	45	900	900		−9	437	−1,581		*3,976*	*−288*
3rd quarter	31	−72	−282	−479			385	−2,030		*961*	*−38*
4th quarter		−393		1,513			454 (e)	−1,077		*−992* (e)	*470* (e)
1976 1st quarter								−1,191			*192* (e)

Source: UK: Central Statistical Office. All others: IMF International Financial Statistics.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

TABLE 6 Export unit values of manufactures

Indices 1970 = 100

	Belgium/ Luxem-bourg		France		German F.R.		Italy		Nether-lands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	101	98	105	105	108	102	106	105	104	101	106	105	*102*	*104*	*101*
1972	112	99	115	105	117	102	114	106	117	104	116	111	*104*	*116*	*99*
1973	137	107	143	114	147	107	126	118	139	107	127	124	*113*	*141*	*107*
1974	171	133	162	140	172	122	154	160	178	132	153	155	*137*	*181*	*147*
1975					195	131					178	192	*159*		
1973 1st quarter	122	102	126	110	124	103	119	110	124	105	119	118	*107*	*125*	*100*
2nd quarter	134	105	141	112	141	105	121	115	135	107	129	122	*111*	*136*	*100*
3rd quarter	148	108	153	115	162	106	131	120	148	124	131	127	*114*	*147*	*108*
4th quarter	147	113	152	121	157	109	133	125	152	112	132	133	*120*	*154*	*118*
1974 1st quarter	150	123	141	125	154	114	133	137	154	121	134	141	*127*	*165*	*134*
2nd quarter	173	132	158	139	175	120	148	151	179	130	153	153	*132*	*183*	*142*
3rd quarter	177	137	170	147	175	125	163	171	186	137	159	162	*142*	*185*	*152*
4th quarter	183	138	181	151	183	126	171	181	192	138	165	170	*148*	*190*	*159*
1975 1st quarter	199	139	196	152	203	130	184	188	209	139	178	179	*156*	*192*	*157*
2nd quarter	192	134	208	153	203	130			205	136	182	188	*159*	*188*	*152*
3rd quarter			193	151	189	132					175	197	*159*		
4th quarter					185	131					174	205	*162*		
% change latest 3 months:															
On previous 3 months	−3.5	−3.6	−7.2	−1.3	−2.1	−0.8	+7.6	+3.9	−1.9	−2.2	−0.6	4.0	*1.9*	*−2.1*	*−3.2*
On a year earlier	11.0	1.5	13.5	2.7	1.1	4.0	+38.4	+37.2	14.5	4.6	5.5	20.5	*9.5*	*+2.3*	*+7.0*

(e) estimated.

Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A' : UK Department of Trade

TABLE 7 Consumer prices All goods and services

Indices 1970 = 100

	Bel-gium[1]	Luxem-bourg[1]	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	123	120	119	132	122	125	127	*114*	*125*
1974	133	128	142	136	127	154	146	137	148	*127*	*153*
1975	150	142	157	152	135	186	171	151	184	*139*	*171*
1974 1st quarter	125	123	134	129	125	144	134	132	139	*122*	*144*
2nd quarter	130	127	140	135	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	144	139	128	157	150	138	151	*129*	*156*
4th quarter	140	133	149	143	130	165	160	143	158	*133*	*163*
1975 1st quarter	144	136	152	147	132	178	165	146	167	*135*	*165*
2nd quarter	148	140	156	151	135	189	169	150	183	*137*	*171*
3rd quarter	151	143	158	154	136	187	173	153	191	*140*	*173*
4th quarter	156	147	156	157	137	192	178	156	195	*142*	*177*
1974 August	136	129	143	139	128	157	150	138	149	*129*	*156*
September	137	130	145	140	128		155	140	151	*130*	*158*
October	139	131	147	142	129		156	142	154	*132*	*162*
November	140	133	150	143	130	165	160	143	156	*133*	*163*
December	141	134	150	144	130		162	144	159	*134*	*164*
1975 January	143	135	151	146	131		164	145	164	*134*	*164*
February	144	137	152	147	132	178	166	145	167	*135*	*165*
March	145	138	153	148	133		166	147	170	*136*	*168*
April	147	139	154	150	134		168	149	177	*136*	*171*
May	148	140	156	151	134	189	169	150	184	*137*	*173*
June	149	141	157	152	135		171	150	187	*138*	*172*
July	150	142	158	153	135		171	151	190	*140*	*173*
August	151	143	158	154	135	187	173	153	191	*140*	*172*
September	152	144	159	155	136		174	155	192	*141*	*176*
October	154	146	155	156	136		176	156	195	*142*	*179*
November	156	147	158	157	137	192	178	156	197	*142*	*177*
December	157	148	158	158	137		179	157	200	*143*	*177*
1976 January	158	151	159	160	138		181	157	202	*143*	*180*
February	159	151	160	161 (e)	139	206	185	159	205	*144*	*182*
March	159 (e)									*143* (e)	
% change last 3 months:											
On previous 3 months	1.9	3.0	1.1	2.4	1.2	7.3	3.2	1.3	3.9	*0.7*	*1.3*
On a year earlier	10.2	10.8	5.3	9.6	5.3	15.7	10.8	9.0	23.9	*6.2*	*9.3*

[1] Excluding rent.

(e) estimated.

Source: 'OECD Main Economic Indicators'

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

TABLE 8 **Value of retail sales** Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium/ Luxembourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[4,7]	Netherlands	Great Britain[5]	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	121	126	125	122	123	*119*	*118*
1973	138	134	117	130	148	152	136	139	*134*	*145*
1974	162	147	134	137	168	189	150	161	*143*	*165*
1975	183	167	147	149	199		169	191	*155*	*192*
1974 1st quarter	153	144	127	134	158	160	144	150	*138*	*157*
2nd quarter	159	148	131	135	165	166	149	154	*142*	*160*
3rd quarter	166	148	136	139	169	181	155	165	*148*	*170*
4th quarter	171	152	139	138	175	236	153	174	*142*	*173*
1975 1st quarter	176	161	141	146	183	181	164	181	*148*	*186*
2nd quarter	177	164	145	147	192	194	167	190	*153*	*192*
3rd quarter	184	166	147	151	200	192	170	194	*159*	*192*
4th quarter	192	179	154	153	216		177	199	*162*	*196*
1974 June	157	146	130	129	163	173	144	157	*142*	*165*
July	162	149	135	137	156	184	151	160	*148*	*167*
August	157	148	133	139	172	162	155	165	*150*	*167*
September	164	147	140	143	171	196	154	168	*148*	*177*
October	172	151	146	143	175	225	155	171	*146*	*170*
November	162	153	136	139	177	196	153	175	*142*	*174*
December	175	151	136	133	173	288	152	174	*144*	*174*
1975 January	175	160	139	144	185	168	161	182	*147*	*182*
February	175	163	141	146	182	169	164	181	*150*	*186*
March	178	160	144	147	183	208	166	182	*147*	*191*
April	178	163	145	148	188	188	165	201	*150*	*191*
May	174	162	144	145	198	203	164	183	*154*	*192*
June	180	167	144	150	189	193	166	187	*155*	*193*
July	179	169	145	149	193	198	168	192	*159*	*193*
August	184	166	147	150	198	166	166	192	*160*	*194*
September	189	163	150	152	208	211	176	196	*158*	*190*
October	193	180	153	154	212	254	177	195	*160*	*197*
November	188	180	154	152	214		174	198	*161*	*194*
December	196	177	156	152	222		181	204	*166*	*195*
1976 January		182	151	158				211	*165*	*197*
February								207	*167*	
% change latest 3 months:										
On previous 3 months	4.5	5.9	2.4	1.3	8.2	6.2	4.3	5.60	*4.0*	*0.9*
On a year earlier	13.4	16.2	12.2	11.1	23.4	8.2	15.7	15.83	*12.9*	*10.6*

[2] Department and chainstores. [3] Including indirect taxes. [4] Average weekly sales. [5] Excluding motor vehicles.
[6] Including chainstores. [7] Not seasonally adjusted.
Source: 'OECD Main Economic Indicators'

TABLE 9 **Earnings/wages per head in manufacturing**

Indices 1970 = 100

	Belgium/ Luxembourg	Denmark[1,2]	France	German F.R.[6] †	Ireland[3]	Italy[7]	Netherlands[3]	Great Britain	*United States*[4]	*Japan*[5] †
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	111	116	112	112	111	*106*	*114*
1972	126	129	121	121	133	124	126	126	*113*	*132*
1973	147	153	138	136	159	154	143	143	*121*	*163*
1974	178	187	162	152	191	189	168	166	*131*	*206*
1975		224	185	165		239		209	*143*	*230*
1973 1st quarter	140	137	129	131	145	137	137	134	*118*	*148*
2nd quarter	144	151	133	134	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*163*
4th quarter	154	168	144	140	168	168	148	150	*124*	*174*
1974 1st quarter	162	173	147	144	172	176	158	147	*126*	*179*
2nd quarter	173	185	155	150	188	184	166	159	*129*	*201*
3rd quarter	184	190	164	156	196	194	174	172	*133*	*215*
4th quarter	192	202	169	158	207	202	175	185	*137*	*215*
1975 1st quarter	201	211	173	158	222	225	185	194	*139*	*229*
2nd quarter	207	223	177	161	241	238	189	202	*141*	*216*
3rd quarter	213	226	187	166		245	198	215	*144*	*242*
4th quarter		235	190	169		249		226	*147*	*236*
% change latest 3 months:										
On previous 3 months	2.9	4.0	1.6	1.8	8.6	1.6	4.8	5.1	*2.1*	*–2.5*
On a year earlier	15.8	16.3	12.4	7.0	28.2	23.3	13.8	22.2	*7.3*	*9.8*

† Seasonally adjusted.
[1] Including mining. [2] Earnings. [3] Hourly rates industry: males. [4] Gross hourly earnings per productive worker. [5] Monthly earnings in manufacturing: regular workers.
[6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings. [7] Hourly-rates times average daily hours worked.
Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reine 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and Great Britain ('Department of Employment Gazette' and M.E.I.).

Trade Information

UK-Mexican economic and industrial commission set up

The United Kingdom and Mexico have signed a memorandum of understanding on economic and industrial co-operation. It provides for the establishment of a joint commission to meet annually to review progress and prospects. The first meeting is expected to take place in Mexico City in June.

The agreement was signed in London on 26 April by Edmund Dell, Secretary of State for Trade, and Hugo B. Margain, the Mexican Ambassador.

Mr. Dell said at the signing ceremony that he was sure the memorandum would provide a useful framework for developing and strengthening co-operation, which was already flourishing. The setting up of the joint commission would facilitate fruitful and mutually advantageous co-operation, and examine new fields to meet shared objectives. Britain was proud to be playing a part in the industrialisation of Mexico, and looked forward to further opportunities to help in the country's future development.

Details of UK trade with Mexico are:

£ million

	1973	1974	1975	Jan.-Mar. 1975	Jan.-Mar. 1976
UK exports to	39.7	60.0	111.7	21.5	37.0
UK imports from	10.3	17.9	10.9	2.9	4.5

The Mexican Ambassador, Hugo B. Margain, and Edmund Dell, Secretary of State for Trade, after signing a memorandum of understanding on economic and industrial co-operation.

ECGD News

£10.6 million loan for Mexico. The Export Credits Guarantee Department has guaranteed a financial agreement for £10.6 million which Williams and Glyn's Bank Ltd. has made available to Diesel Nacional SA of Mexico.

The loan will help finance diesel engines, engine kits and spare parts to the value of £12.5 million which Cummins Engine Co. Ltd. will supply from its Darlington factory. The engines are for commercial vehicles being built and assembled in Mexico.

ECGD backs loan for Romania. The Export Credits Guarantee Department has guaranteed a financial agreement of £4.6 million which Morgan Grenfell and Co. Ltd. in association with Anglo-Romanian Bank Ltd. acting on behalf of National Westminster Bank Ltd. have made available to the Romanian Bank for Foreign Trade.

The loan will help finance a contract which Elliott Turbomachinery Ltd. were awarded by I.C.E. Romchim for the supply of compression plant for use in the manufacture of ethylene.

The plant which is located at Teleajen is scheduled for commissioning at the end of 1978.

ECGD backed loan for oil industry in Bolivia. The Export Credits Guarantee Department has guaranteed a financial agreement which Antony Gibbs and Sons Ltd. acting on behalf of Lloyds Bank Ltd. have arranged with Yacimientos Petroliferos Fiscales Bolivianos.

The £7 million loan will help finance contracts placed in the UK for equipment and related services for the Santa Cruz refinery and the Cochabamba lube oil plant.

Brefcon International Ltd. will co-ordinate the purchase and finance arrangements for UK suppliers. Contracts have already been placed with Born Heaters Ltd. of Hove, GEA Air Exchanger Ltd. of Northern Ireland, Ruston Turbines Ltd. of Lincolnshire, Elliott Turbomachinery Ltd. of the Isle of Wight and Esmil Envirotech Ltd. of St. Neots. Delivery of the equipment is scheduled to be completed by July 1977.

Third line of credit for South Korea

UK exporters will have opportunities for £5 million business in capital goods and services with South Korea in the next 12 months, under a £4 million line of credit guaranteed by the Export Credits Guarantee Department.

The £4 million loan by Lloyds Bank Ltd. to the Korea Exchange Bank is the third line of credit to be arranged, the first two having been fully used; the previous lines were for £6 million in 1970, and £4 million in 1975.

Under the present line of credit there is a minimum qualifying contract value of £10,000, and contracts must be placed within the next 12 months. The buyer finds 20 per cent of the contract value and pays direct to the UK supplier, the remainder being financed under the line of credit.

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4871 (7 lines) *Telex:* 23794 Cables: ENGLEXPORT London

We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.

WE SPECIALISE IN SWITCH, TRIANGULAR AND COMPENSATION TRANSACTIONS.

Exporters interested in this scheme should contact either Mr. J. A. Young of ECGD (01-606 6699 ext. 441) or Mr. B. V. Last of Lloyds Bank (01-626 1500 ext. 3240).

Hints to business men booklets

A revised edition of the booklet on Bermuda, Bahamas and the Turks and Caicos Islands, has been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room D05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Subsidised imports: Provisional countervailing charge on men's leather fashion footwear from Brazil

The Department of Trade has made an Order imposing, for a period of three months from 29 April 1976, a provisional charge to countervailing duty of 16 per cent on imports of men's leather fashion shoes, boots and moccasins originating from the Federative Republic of Brazil.

This charge has been imposed pending a full investigation by the Department of an application from the major UK producer of similar footwear (supported by the British Footwear Manufacturers' Federation) for the imposition of a countervailing duty, under the Customs Duties (Dumping and Subsidies) Act 1969, on these imports.

A statement of the applicant's case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in confidence.

Any representations which interested parties may wish to make in connection with the application should be submitted in writing not later than 21 May 1976. Such representations in summarised form and without attribution to the source may be passed to the applicant for comment. Those making representations should stipulate any points which they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent to the Department of Trade, General Division, Room 344, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Copies of the Order imposing this charge, The Countervailing Duty (Provisional Charge to Duty) Order 1976, (SI 1976/638), can be obtained from HMSO, 59 High Holborn, London WC1 or by post from HMSO, PO Box 569, London SE1 9NH.

Notes

A provisional charge is not a duty as such, but a security in the form of a cash deposit will be required from importers or their authorised agents by HM Customs and Excise for the payment of any definitive countervailing duty which may subsequently be imposed.

Such a definitive countervailing duty may be made retrospective to the date of imposition of the provisional charge but not before, and the rate of any retrospective duty cannot be higher than the provisional charge.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the deposits will be returned. If such an Order is made, the deposits will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1552: Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota of 5,000 tonnes has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department of Trade's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1975/76 Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier. Licences issued under these arrangements will not be valid after 30 September 1976.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Inquiries: ILB tel: 01-603 4644 ext. 281.

No. 1553: Imports of potatoes other than seed potatoes

Notice to Importers No. 1542 explained the revised import licensing arrangements for new and maincrop potatoes until 31 May 1976.

The general provisions of this Notice will continue to apply after that date, and traders should note that the period of validity of import licences granted under these arrangements has been further extended until 31 July 1976.

Open Individual licences, valid until 31 May 1976 and Individual Import licences, valid until 31 May 1976, but not exhausted by that date, should be returned by traders to Import Licensing Branch for the validity date to be extended to 31 July 1976.

Inquiries: ILB, tel. 01-603 4644, ext 281/289.

Tariff and Trade Notices

Federal Republic of Germany

Holiday Traffic Order. An order entitled the Holiday Traffic Order of 30 March 1976 has been published restricting the movement of lorries and trailers at weekends during the holiday period.

Lorries and also trailers of a total weight of over 7.5 tonnes are prohibited from using certain motorway sections on all Saturdays from 26 June 1976 to 28 August 1976 from 07.00 hours to midnight and on all Sundays from 27 June 1976 to 29 August 1976 from midnight to 22.00 hours. Inquiries: OTAR, 01-248 5757, ext. 466/467/288.

France

Health certificates. Under a regulation, published in the French *Journal Officiel* of 28 February 1976, health certificates will be required, as from 28 August 1976, for fish, shellfish, marine mammals, turtles and frogs, and also for preparations, fats, oils and extracts of fish, shellfish, marine mammals, etc., as listed below:

Tariff no.	Description
01.06 ex C	Live marine mammals, turtles, frogs, sea-urchins and sea-squirts
02.04 C I ex C II	Other edible meat, fresh, chilled and frozen, of marine mammals, turtles and frogs
02.06 C ex II	Edible meat of marine mammals, turtles and frogs, salted, in brine, dried or smoked
03.01	Fish, fresh (live or dead), chilled and frozen
03.02	Fish, dried, salted or in brine; smoked, whether or not cooked before or during the smoking process
03.03 A	Crustaceans (whether or not in shell) fresh (live or dead), chilled, frozen, dried, salted or in brine. Crustaceans, in shell, simply boiled in water
B	Molluscs (whether or not in shell), fresh (live or dead), chilled, frozen, dried, salted or in brine
15.04	Fats and oils of fish and marine mammals, whether or not refined
15.12 ex A ex B	Hydrogenated animal oils and fats intended for the manufacture of edible fats, and derived from fish or marine mammals
ex 15.13	Margarine, imitation lard and other prepared edible fats if one of the ingredients is an animal fat derived from marine mammals
ex 16.03	Meat extracts and meat juice (of marine mammals); fish extracts
16.04	Prepared or preserved fish, including caviar and caviar substitutes
16.05	Crustaceans and molluscs, prepared or preserved
21.05 ex A ex B	Soups and broths, in liquid, solid or powder form, homogenised composite food preparations, containing meat extracts or meat juices of marine mammals, or based on fish, crustaceans or molluscs

The importation of the products listed above shall be subject to a satisfactory health inspection and also to the submission of a health certificate drawn up in the language of the country of origin, and also in French, in conformity with the examples published in the annex to the regulation. There are two types of health certificate, one for all fresh, chilled, or frozen products, and the other for salted, dried or smoked products, and for preparations, fats and oils of fish, etc. The certificate of health is issued by the competent authority in the country of origin. This regulation applies to metropolitan France, including Corsica, and also to the Overseas Departments of Guadeloupe, French Guiana, Martinique and Réunion.

Oysters, mussels and other shellfish which can be eaten raw (03.03 ex B) and sea-urchins and sea-squirts (01.06 ex C) imported for immediate consumption, already require a certificate of hygienic origin, and are not affected by this new regulation.

Copies of the French text, and of a translation, can be sent on request or seen at Export House. Inquiries: OTAR 01-248 5757, ext. 423/7174/408/482.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Spain

Bulbs, roots and live plants: home compensation tax. The Spanish *State Gazette*, 9 April 1976, announced an increase in the rate of home compensation tax levy on the following:

Tariff no.	Description	Home compensation tax levy
06.01	Bulbs, tubers, tuberous roots, etc., dormant, in growth or in flower	
A	Dormant:	
2	Other	7%
B	In growth or in flower	7%
06.02	Other live plants, including trees, shrubs, bushes, roots cuttings and slips:	
B	Other	7%

Inquiries: OTAR 01-248 5757, ext. 462/471/472/473.

Vaccine restrictions. The Spanish *State Gazette*, 16 April 1976 published a resolution of the Ministry of Agriculture forbidding the production and importation of the OC Bivalent vaccine against the foot and mouth disease in pigs.

The resolution came into force on 16 April although a three month period is granted for the marketing and use of vaccines already in stock.

Inquiries: OTAR 01-248 5757, ext. 462/471/472/473.

MARKETS IN EUROPE 9th edition £2.50

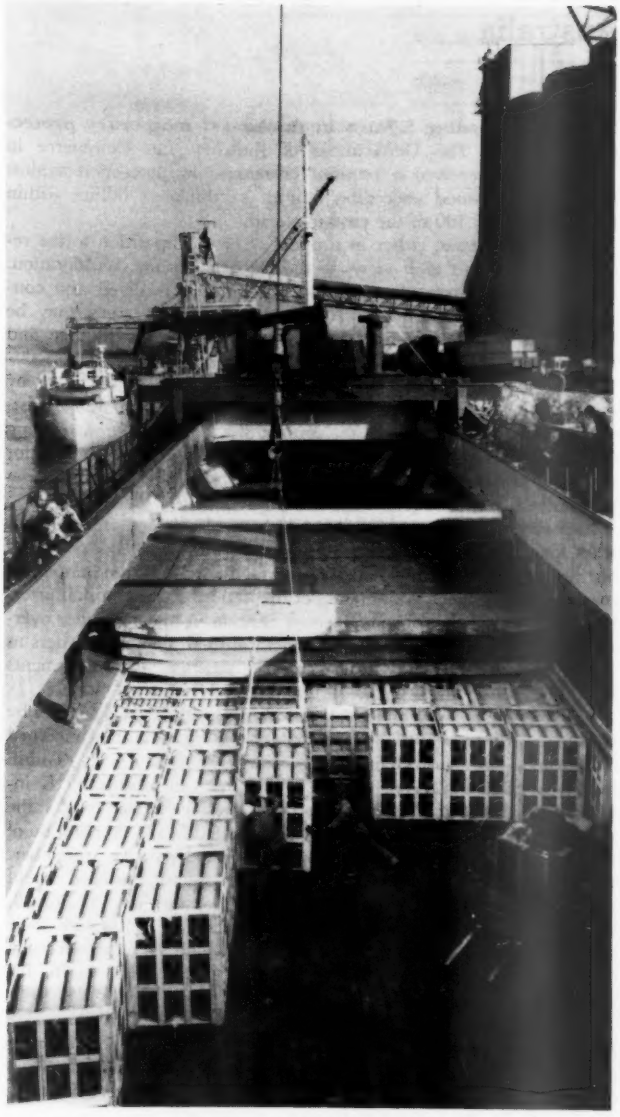
BELGIUM

Hallet Export Directory

a) Chemicals, March, 1976 Price Bfr. 500.00
b) Sundries, March 1976 Price Bfr. 500.00
c) Metal and Machines March 1976 Price Bfr. 500.00
d) Textile, September 1976 Price Bfr. 500.00
e) Foodstuffs, February 1976 Price Bfr. 500.00

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDIS6O
For 23 years representatives for publishers in over 100 countries for advertising and subscriptions



Vitrified clay pipe from Hepworth Iron Company's HepSeal and Hep-Sleve drainage systems and HepDuct conduit system being loaded on a chartered vessel for shipment direct to Sharjah. The 1,000 tonne consignment will meet orders for pipe specified for use on the Sharjah international airport project, construction of the deepwater harbour, the Sharjah main drainage scheme and associated contracts. Half the consignment is for Hepworth's Dubai agents, who plan to hold stocks of 1,500 tonnes of Hepworth vitrified clay pipes and fittings. The charter is the fourth so far arranged by Hepworth for deliveries to the Middle East, others having gone direct to Dammam and Bahrain (2,000 tonnes), Bahrain and Abu Dhabi (1,000 tonnes) and Dammam (1,000 tonnes).

the INTERNATIONAL BANK

In London with sister institutions — the Arab Bank (Overseas) Limited in Zurich and Geneva — the Arab Bank (Nigeria) Limited in Lagos, Kano and Apapa—Associates UBAE (Union de Banques Arabes et Europeennes) in Luxembourg and Frankfurt, UBAF (Union de Banques Arabes et francaise) in Paris, UBAN (The Arab Japanese Finance Co Ltd) in Hong Kong, Arab Bank Maroc in Morocco; branches throughout the Arab world and correspondents world wide, the Arab Bank provides a complete international banking service.

the LOCAL BANK

The Arab Bank has branches in
Abu Dhabi, Ajman, Bahrain, Dubai, Gaza, Jordan, Lebanon, Oman, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Tunisia, Yemen Arab Republic

the ARAB BANK

General Management: Amman, Jordan — Established 1930

Capital & Reserves	17,120,000 Jordan Dinars
Deposits	393,198,809 Jordan Dinars
Total Assets	668,328,966 Jordan Dinars

As at 30th June 1975

One Jordan Dinar (JD1) = U.S. $3.13 approx.

ARAB BANK LIMITED
EMPIRE HOUSE, ST. MARTIN'S LE GRAND, LONDON EC1P 1DR

Telephone 01-606 7801 **Telex 887119**

Cables Bankarabi London EC1

MIDDLE EAST CONSTRUCTION

The Middle Eastern markets are THE markets for enterprising exporters. MIDDLE EAST CONSTRUCTION has rapidly established itself as THE English language medium through which British firms can influence the specification and sale of their products, services and expertise. Every edition produces hundreds of worthwhile enquiries from construction readers in the oil rich states which are forwarded to our advertisers.

To find out what's going on in this rapidly expanding market, and to make certain that you share in this success story, become an annual subscriber at £15.00 (post paid) by sending your remittance (cheques payable to MIDDLE EAST CONSTRUCTION) to John Brazier at New World Publishers Ltd., Room 212, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ, or for further advertising details contact Michael Wills, Advertisement Manager, Room 137 at the above address or phone him on 01-643 8040, ext. 4335.

Israel

Marking and labelling of handbags, satchels and belts. An order on the marking of handbags, suitcases, satchels, rucksacks and belts was published in the Israeli *Official Gazette* of 4 March 1976.

Copies of the order are available. Inquiries: OTAR 01-248 5757, ext. 458/461.

South Africa

Tariff application. Customs Tariff Application List 13/76, published in the South African *Government Gazette* 23 April 1976 contains an application to the Board of Trade and Industries for increase in duty on the following:

1 woven fabrics of glass fibre classifiable under tariff subheading 70.20.35
2 radiators and parts thereof classifiable under tariff heading 8406 and subheadings 87.06.40.10 and 87.06.40.90 and
3 certain hypodermic syringes and needles classifiable under tariff subheadings 90.17.30, 90.17.20.10 and 90.17.20.90.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE: 01-215 5274.

Thailand

Raw silk and silk threads: import control. The Thai Minister of Commerce has announced that, effective from 12 March 1976, a permit is needed to import into the Kingdom unthreaded raw silk and silk threads (tariff headings 50.02-50.07). Inquiries: OTAR 01-248 5757, ext. 401/468/469.

Japan

Liquor tax and fruit wine tax. The Japanese Government has recently approved changes in the specific rates of the Japanese Liquor Tax. The tax also includes a new category for fruit wine.

Copies of the revised tax are available on request. Inquiries: OTAR 01-248 5757 ext. 420/7062.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Australia

Plywood exceeding 5.5mm in thickness: temporary protection request. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of plywood exceeding 5.5mm in thickness falling within tariff item 44.15.100 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the Department for consideration. Requests for temporary protection are initially received and considered by the Department. At a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference.

Any temporary protection which may be accorded the goods by the Government after receipt of the report by the Temporary Assistance Authority would be in the nature of a holding action pending Government consideration of the question of long term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the Government.

Evidence must be formally submitted at a public hearing, either by a nominated representative of the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447) who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia as soon as possible through their accredited agent, indicating the goods with which they are concerned and the request they anticipate submitting. Ref. CRE 72/76. Inquiries: CRE 01-215 5319.

Motor vehicles: tariff changes. Details are given below of changes in the Australian tariff as set out in Customs Tariff Proposals No. 7 (1976) operative on and from 9 April 1976 following recommendations made by the Industries Assistance Commission in its reports on 'Motor vehicles – import restrictions', and 'Commercial motor vehicles, parts and accessories'.

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1 Omit sub-item 68.14.1, substitute the following sub-item:			
68.14.1	Segments, discs, washers and the like of a kind commonly used with: a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or b trailers for articulated vehicles of a kind falling within paragraph 87.14.19	25%	25%
2 Omit sub-item 70.14.2, substitute the following sub-item:			
70.14.2	Reflectors and refractors for lighting purposes of a kind commonly used with: a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or b trailers for articulated vehicles of a kind falling within paragraph 87.14.19	25%	25%
3 Omit sub-item 73.32.1, substitute the following sub-item:			
73.32.1	For use as original components in the assembly or manufacture of: a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or b trailers for articulated vehicles of a kind falling within paragraph 87.14.19	26%	21%
4 Omit sub-item 73.35.2, substitute the following sub-item:			
73.35.2	Goods, as follows: a for use as original components in the assembly or manufacture of: i vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or	26%	21%

Tariff item	Goods	Rates of duty General	Preferential
	ii trailers for articulated vehicles of a kind falling within paragraph 87.14.19 not being goods falling within sub-item 73.35.1;		
	b suitable for use in engines of a kind falling within sub-item 84.06.2 or 84.06.3		
5 Omit sub-item 83.01.1, substitute the following sub-item:			
83.01.1	Locks (whether with or without keys), and parts therefor, for use as original components in the assembly of manufacture of:	26%	21%
	a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or		
	b trailers for articulated vehicles of a kind falling within paragraph 87.14.19		
6 Omit sub-item 84.06.1, substitute the following sub-item:			
84.06.1	Goods, as follows:	5%	5%
	a fuel injection equipment and parts therefor, for compression ignition engines, for use otherwise than as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03;		
	b carburettors and parts therefor, for use with motor-cycles		
7 Omit paragraph 84.06.29, substitute the following paragraph:			
84.06.29	Other	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%
8 Omit sub-item 84.06.3, substitute the following sub-item:			
84.06.3	Goods, not being goods falling within a preceding sub-item of this item, as follows:	25%	25%
	a engines and parts therefor, of a kind commonly used with vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03;		
	b carburettors and parts therefor;		
	c piston pins, piston rings and valves		
9 Omit paragraph 84.18.62, substitute the following paragraph:			
84.18.62	Of a kind commonly used with vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03	25%	25%
10 Omit sub-item 84.62.4, substitute the following sub-item:			
84.62.4	Parts for propellor shaft universal joints of a kind commonly used with vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03	25%	25%
11 Omit sub-item 85.09.4, substitute the following sub-item:			
85.09.4	Goods, as follows:	17%	Free
	a lamps, not being goods falling within a preceding sub-item of this item, of a kind used solely or principally with cycles;		
	b warning devices and reflex rear lights for vehicles, other than goods of a kind commonly used on vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03		
12 Omit sub-item 85.18.1, substitute the following sub-item:			
85.18.1	Capacitors of a kind commonly used with:	25%	25%
	a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or		
	b trailers for articulated vehicles of a kind falling within paragraph 87.14.19		
13 Omit sub-item 85.19.1, substitute the following sub-item:			
85.19.1	Relays, fuses and switches, of a kind commonly used with:	25%	25%
	a vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or		
	b trailers for articulated vehicles of a kind falling within paragraph 87.14.19		
14 Omit note 5 to Chapter 87, substitute the following note:			
	5 The following components and parts therefor are specified for the purposes of paragraphs 87.01.19, 87.02.12 and 87.02.22, sub-paragraphs 87.02.231 and 87.02.239, paragraph 87.02.39, sub-item 87.02.9, sub-paragraph 87.03.191, sub-item 87.03.9, paragraphs 87.04.11 and 87.04.19, sub-item 87.04.9, paragraphs 87.06.51 and 87.06.59 and sub-item 87.06.9 whether for the purposes of this or other Schedules:		
	a batteries		
	b radio receivers		
	c television receivers (not including picture tubes)		
	d picture tubes		
	e radio and television transmitters		
	f sparking plugs		
	g tyres and tubes		
	h electrical warning devices capable of giving an audible warning		
	i shock absorbers		
	j windscreen wipers		
	k distributors		
	l high tension ignition coils, whether 6 volt or 12 volt rating		
	m automatic voltage regulators for 6 volt or 12 volt systems		
	n starting motors and generators, whether 6 volt or 12 volt rating		
	o cigarette or cigar lighters		
	p diodes of a kind commonly used with alternators, when not mounted on the alternators		
15 Omit note 8 to Chapter 87, substitute the following note:			
	8 In a sub-item in this Chapter, 'gross vehicle weight' means the sum of the tare of the vehicle plus the pay load.		
16 After note 9 to Chapter 87, insert the following note:			
	10 In a sub-item in this Chapter 'assembled' includes goods that are not 'unassembled' by virtue of the last preceding note.		
17 Omit sub-item 87.01.1, substitute the following sub-item:			
87.01.1	Tractors for articulated vehicles being tractors that are designed for operation solely or principally on the highway:		
87.01.11	Assembled, having a gross vehicle weight rating of 10.16 tonnes or more	22.5%	22.5%
87.01.19	Other	25%	25%
18 Omit items 87.02 and 87.03, substitute the following items:			
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those falling within item 87.09):		
87.02.1	Vehicles, as prescribed by by-law, of a kind operated by self-contained power (other than four-wheel drive vehicles, battery operated vehicles or air-cushion vehicles), being:		
	a motor cars;		
	b station wagons; or		
	c derivatives of motor cars or station wagons:		
87.02.11	Assembled	35%	35%
87.02.12	Unassembled	25%	25%
87.02.2	Vehicles of a kind operated by self-contained power (other than four-wheel drive vehicles, battery operated vehicles or air-cushion vehicles), being:		
	a motor cars;		
	b station wagons; or		
	c derivatives of motor cars or station wagons:		
87.02.21	Assembled	45%	45%
87.02.22	Unassembled, being goods entered for home consumption on or after 1 January 1977	35%	35%
87.02.23	Unassembled, being goods entered for home consumption on or before 31 December 1976:		
87.02.231	As prescribed by by-law	30%	30%
87.02.239	Other	45%	45%
87.02.3	Vehicles of a kind operated by self-contained power, not being:		
	a air-cushion vehicles;		
	b battery operated vehicles having a gross vehicle weight rating of less than 2.72 tonnes; or		
	c goods falling within a preceding sub-item of this item:		
87.02.31	Assembled, having a gross vehicle weight rating of less than 2.72 tonnes, not being four-wheel drive vehicles	35%	35%
87.02.32	Assembled, having a gross vehicle weight rating of 10.16 tonnes or more, not being rock buggies, dumpers, shuttle dumpers, tailgate dumpers or the like	22.5%	22.5%
87.02.39	Other	25%	25%
87.02.9	Other	25%	25%
87.03	Special purpose motor lorries and vans (including breakdown lorries, fire-engines, fire-escapes, road sweeper lorries, snow-ploughs, spraying lorries, crane lorries, searchlight lorries, mobile workshops and mobile radiological units), but not including motor vehicles falling within item 87.02:		

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
87.03.1	Having a gross vehicle weight rating of less than 2.72 tonnes:		
87.03.11	Fire-engines, air-cushion vehicles	6%	Free
87.03.19	Other:		
87.03.191	Unassembled	In respect of a component specified in note 5 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of goods of a kind falling within this paragraph; in respect of the remainder of the goods – 26%	In respect of a component specified in note 5 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of goods of a kind falling within this paragraph; in respect of the remainder of the goods – 21%
87.03.199	Other	26%	19%
87.03.2	Assembled, having a gross vehicle weight rating of 10.16 tonnes or more, not being: a air-cushion vehicles; b cranes; or c dredging or excavating machines	22.5%	22.5%
87.03.9	Other	In respect of cranes (if any) designed for mounting as mobile cranes – 35% in respect of the remainder of the goods – 25%	In respect of cranes (if any) designed for mounting as mobile cranes – 35% in respect of the remainder of the goods – 25%
19 Omit paragraph 87.04.19, substitute the following paragraph:			
87.04.19	Other	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%
20 Omit paragraph 87.05.29, substitute the following paragraph:			
87.05.29	Other	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%
21 Omit sub-item 87.06.2, substitute the following sub-item:			
87.06.2	Parts and accessories for fire-engines of a kind falling within paragraph 87.03.11	6%	Free
22 Omit paragraph 87.06.59, substitute the following paragraph:			
87.06.59	Other	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%	To and including 31 December 1976 – 30%; From and including 1 January 1977 – 35%
23 Omit paragraph 87.14.11, substitute the following paragraph:			
87.14.11	Assembled trailers, imported with and for use with prime movers of a kind falling within paragraph 87.01.11	22.5%	22.5%
24 Omit paragraph 87.14.21			
25 Omit sub-item 90.27.4, substitute the following sub-item:			
90.27.4	Goods of a kind commonly used with vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03, not being goods falling within a preceding sub-item of this item	25%	25%
26 Omit sub-item 94.01.2, substitute the following sub-item:			
94.01.2	Goods, as follows: a vehicle seats; b parts for use as original components in the assembly or manufacture of: i vehicles of a kind falling within sub-item 87.01.1 or item 87.02 or 87.03; or ii trailers for articulated vehicles of a kind falling within paragraph 87.14.19	26%	21%

Inquiries: OTAR 01-248 5757, ext. 468/469/401.

New Zealand

Paper-making material and paper and paperboard: Customs Tariff Review. The New Zealand Customs Department has announced that Section X of the tariff will soon be covered under the Customs Tariff Review (see *Trade and Industry*, 27 June 1975, page 779). The closing date for receipt of submissions for tariff items in Section X is 31 May 1976. Section X of the tariff covers the following three Chapters:

SECTION X
Paper-making material; paper and paperboard and articles thereof
47 Paper-making material
48 Paper and paperboard; articles of paper pulp, of paper or of paperboard
49 Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans

The Customs Department has indicated that British exporters who wish to make submissions do so by letter (five copies) through the Commercial Department, British High Commission, PO Box 369, Wellington, New Zealand. Ref. CRE 45466. Inquiries: CRE 01-215 5321.

Industries Development Commission reports. Copies of the following New Zealand Industries Development Commission reports are available from Commercial Relations and Exports Division:

Final report

Paper boxes, bobbins, etc. (tariff heading 48.16 and tariff item 48.20.019).

Interim report

Certain woven polyester and warp knitted curtain and dress net fabrics (ex tariff items 51.04.069, 56.07.069, 60.01.028, 60.01.029, 60.01.049, 60.01.059).

Unwrought aluminium (tariff items 76.01.00 and 76.01.009).

Ref. CRE 511/75 and CRE 942/75. Inquiries: CRE 01-215 5321.

Papua New Guinea

Import prohibition: tea in small containers. The Papua New Guinea Minister of Defence, Foreign Affairs and Trade intends to introduce regulations from 1 September 1976 to prohibit the importation of tea in containers of less than 10kg net weight. Inquiries: OTAR 01-248 5757, ext. 468/469/401.

United States

Further information: food colour amaranth. The *Federal Register*, dated 9 April 1976, published a notice denying the use of FD and C Red No. 2 as a safe colour additive in food, etc., as evidence is lacking that this colour is safe. Comments (five copies) by 10 May 1976.

A copy of the text is available. Inquiries: OTAR 01-248 5757, ext. 456/457/7312.

Ophthalmic goods and services. The *Federal Register*, dated 2 April 1976, published proposed rules by the Federal Trade Commission concerning the advertising of ophthalmic goods and services.

Comments (five copies) to Federal Trade Commission, Washington DC 20580 by 10 May 1976.

A copy of the text is available. Inquiries: OTAR 01-248 5757, ext. 456/457/7312.

Chloroform in food and cosmetics. The *Federal Register*, dated 9 April 1976, published details of a proposal by the FDA to delete chloroform as being a safe substance in human food and to declare as adulterated any cosmetic containing chloroform.

Comments (five copies) by 10 May 1976 to FDA, 5600 Fishers Lane, Rockville, MD 20852.

A copy of the text is available. Inquiries: OTAR 01-248 5757, ext. 456/457/7312.

Grenada

Spirits, wines and cigarettes: consumption duty. By Act 38 of 1975, the Grenada authorities have amended the rates of Consumption Duty payable on spirits, wines and cigarettes. Inquiries: OTAR 01-248 5757, ext. 7312/456/457.

Anguilla

New customs tariff. In accordance with their obligations under the Lomé Convention, the Anguilla authorities have introduced a new single-tier Customs tariff which abolishes the Commonwealth Preferential duty rate. This tariff, effective from 1 January 1976, is now held in OTAR Section. Inquiries: OTAR 01-248 5757, ext. 7312/456/457.

Panama

Educational supplies subject to price control. The Panamanian Government has announced that, as educational equipment is considered to be 'of prime necessity', effective from 31 March 1976, such goods are subject to price control, when imported.

There is no further information available at present. Inquiries: OTAR 01-248 5757, ext. 476/474.

Brazil

Duty changes. The Brazilian authorities have announced duty changes by means of Customs Policy Council Resolutions as follows:

PLASTICS: duty increases. Resolution 2,649 (*Diario Oficial*, 23 January 1976), increased the import duty on certain plastics as follows:

Tariff no.	Goods	Duty rate From	Duty rate To
39.01.02.05	Polyester resins	55%	
	ex Thermoplastic polyester PBT (polybutylene terephthalate) with added glass fibre		85%
39.01.02.06	Polyamides and superpolyamides	30%	
	ex Polymer of nylon 6 and polymer of nylon 6,6 (hexamethylenodiamine adipate), where there is added glass fibre or other material		60%
39.01.02.10	Polycarbonates	30%	
	ex Synthetic polycarbonate resin with added glass fibre or other material		60%
39.01.02.99	Other	55%	
	ex Resin based on phenyl polyoxide with added glass fibre or other material		85%
39.02.02.01	High density polyethylene	45%	
	ex High density polyethylene with added glass fibre or other material		75%
39.02.02.03	Polystyrene	55%	
	ex Polystyrene with added glass fibre or other material		85%
39.03.02.12	Polypropylene resin	55%	
	ex Polypropylene resin with added cut or ground glass fibre, talc or other material		85%
39.02.02.13	Acrylonitrile butadiene styrene	55%	
	ex Acrylonitrile butadiene styrene with added cut or ground glass fibre or other material		85%
39.02.02.99	Other	55%	
	ex Acrylonitrile styrene with added glass fibre or material		85%
	ex Polyacetal acetalic acid with added glass fibre, PTFE or other material		85%

PARTS FOR MILITARY ARMS: duty reductions. Resolution 2,650 (*Diario Oficial*, 23 January 1976), reduced the import duty on parts for military weapons, under tariff heading 93.06.99.00, from the current rate of 145 per cent to 45 per cent.

CITRIC ACID: duty increase. Resolution 2,652 (*Diario Oficial*, 23 January 1976), raised the import duty on citric acid, of tariff heading 29.16.01.01, from its current rate of 30 per cent to 60 per cent.

VANADIUM PENTOXIDE: duty reduction. Resolution 2,651 (*Diario Oficial*, 23 January 1976), reduced the import duty on vanadium pentoxide, of tariff heading 28.28.16.00, from its current rate of 15 per cent to 5 per cent. The reduction took effect on the date of publication and will have a period of validity of one year. The resolution also revoked Resolution 2,314, which granted a temporary reduction to 10 per cent.

LEAD ORE: duty exemption. Resolution 2,698 (*Diario Oficial*, 4 February 1976), exempted from import duty a quota of 30,600 tonnes of concentrated lead ore, with a minimum lead content of 70 per cent, under tariff heading 26.01.06.99. The concession came into force on the date of publication and will have a validity of one year. It may, however, be revoked at any time should the economic position demand it.

COMPRESSORS: duty increase. Resolution 2,702 (*Diario Oficial*, 13 February 1976), increased the import duty on semi-hermetic motor-compressors, of a capacity of up to 40.0m³/hr, of tariff heading 84.11.02.02, from 30 per cent to 60 per cent.

STYRENE MONOMER: duty reduction. Resolution 2,703 (*Diario Oficial*, 13 February 1976), reduced the import duty of styrene monomer, of tariff heading 29.01.35, from its prior rate of 50 per cent to 15 per cent. The concession came into force on the date of publication and will remain in force for a period of one year.

POLYVINYL CHLORIDE: duty reduction. Resolution 2,705 (*Diario Oficial*, 13 February 1976), reduced the import duty on polyvinyl chloride, of tariff heading 39.02.02.05, from 55 per cent to 25 per cent. This concession came into force on the date of publication and will have a period of validity of one year. It may be revoked at any time should the economic position demand it.

Inquiries: OTAR 01-245 5757, ext. 476/474.

Reference prices. The Brazilian authorities have announced reference prices by means of Customs Policy Council Resolutions as follows:

GRINDSTONES. Resolution 2,654 (*Diario Oficial*, 4 February 1976) laid down a reference price on 'grindstones of less than 53.34cm diameter', of tariff heading 68.04.02.01, of US $6.50 per kg cif.

NUTS AND BOLTS. Resolution 2,655 (*Diario Oficial*, 4 February 1976) laid down a reference price on nuts and bolts, of heading 73.32.03.00, of US $3.70 per kg cif.

COIL SPRINGS. Resolution 2,656 (*Diario Oficial*, 4 February 1976) laid down a reference price on coil springs, of tariff heading 73.35.01.00, of US $ 6.30 per kg cif.

TOOLS. Resolutions 2,657-2,692 (*Diario Oficial*, 4 February 1976) laid down reference prices for tools as follows:

Tariff no.	Goods	Unit	Reference price (US $ – cif)
82.01.02.00	Bill-hooks	kg	5.10
82.01.08.00	Mate cutting knives	kg	4.50
82.02.01.00	Wood saws, mounted; metal saw frames without blades	kg	4.90
82.02.03.01	Circular or band-saws for wood working	kg	13.60
82.03.04.00	Hand rasps and files	kg	12.00
82.03.05.00	Tinsmiths snips	kg	12.20
82.04.02.00	Hot-sets, hammers, mauls and the like	kg	8.00
82.04.05.00	Glass-cutters	kg	39.00
82.04.06.00	Chisels, trying-panes, gouges, rabbet-planes and planes,	kg	10.00
82.04.07.00	Punches and the like, except those for metal	kg	6.00
82.04.09.00	Levers, crow-bars and cold-chisels	kg	11.10
82.04.14.00	Hand or bench vices, including cramp irons and screw clamps	kg	4.90
82.04.15.00	Screw thread-cutters and the like	kg	8.80
82.04.16.00	Screw drivers of all kinds	kg	14.80
82.04.17.00	Fixed broaches, of a diameter not exceeding 52mm	kg	22.00
82.04.22.00	Special tools for watch-makers	kg	36.50
82.05.25.00	Gear-pullers	kg	8.70
82.05.01.00	Punches and matrices	kg	20.10
82.05.02.00	Drills, trepans, bits and the like, for earth-drilling and boring	kg	14.40
82.05.04.00	Centre-bits	kg	43.50
82.05.05.00	Reamers or scarifiers	kg	40.60
82.05.07.01	Bits with micrometric adjustment	kg	141.00
82.05.07.99	Bits	kg	12.40

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Tariff no.	Goods	Unit	Reference price (US $ – cif)
82.05.08.01	Threading combs	kg	48.30
82.05.08.02	Taps: see special insert		
82.05.08.03	Dies	kg	58.20
82.05.13.00	Radial cutters with a diameter of up to 52mm	kg	42.00
82.05.14.00	Formed cutters and gear-cutting hobs	kg	96.00
82.05.15.00	Vertical milling machines with a diameter of over 52mm; groove milling machines; circular milling machines and double angle milling machines	kg	60.70
82.05.18.99	Hardened metal tools	each	11.60
82.05.19.00	Plates for metal clamps	kg	15.60
82.05.99.00	'Bits and bedames'	each	3.50
82.06.00.00	Knives and cutting blades for machines, or mechanical appliances	kg	11.00
82.07.01.00	Tips	kg	104.00
82.07.99.00	Hard metal plates	each	3.30

TAPS. Reference prices for taps (BTN 82.05.08.02) are:

Size in millimetres	Reference price US $/cif/each	
	Carbon steel	High speed steel
Up to 6	0.85	1.60
6-12 inclusive	0.95	2.50
Over 12	2.40	5.90
Over 22	3.90	10.50

EXTRUSION SPINNERETS. Resolution 2,693 (*Diario Oficial*, 4 February 1976) laid down a reference price on spinnerets for the extrusion of artificial or synthetic fibres, under tariff heading 84.38.12.00, of US $121.40/kg cif.

TOOL HOLDERS. Resolution 2,694 (*Diario Oficial*, 4 February 1976), laid down a reference price on tool holders with unsoldered point of metallic carbide, of tariff heading 84.48.01.01, of US $45.00/kg cif.

TAPE MEASURES. Resolution 2,697 (*Diario Oficial*, 4 February 1976), laid down reference prices on tape measures, of tariff heading 90.16.31.00, as follows:

Product	Reference price (US $/cif/each)
Of a length of up to 5m inclusive	1.70
5m to 25m inclusive	7.70
Over 25m	18.00

ELECTRONIC VALVES. Resolution 2,699 (*Diario Oficial*, 4 February 1976), laid down a reference price on electronic receiving valves, of tariff heading 85.21.06.00, of US $1.13 each cif.

AMOXYLIN TRIHYDRATE. Resolution 2,700 (*Diario Oficial*, 4 February 1976), laid down a reference price on amoxylin trihydrate, of tariff heading 29.44.14.99, of US $277.00/kg cif.

COPPER PRODUCTS. Resolution 2,701 (*Diario Oficial*, 4 February 1976), laid down reference prices on copper products as follows:

Tariff heading	Goods	Reference price US $
84.61.03.02	Valves of copper and its alloys	17.25/kg cif
84.61.90.00	Parts and components of copper: for taps, metres, valves and the like, (including pressure reducing valves and thermostatic valves), tubes, boilers, reservoirs, tanks and similar recipients	12.60/kg cif

Inquiries: OTAR 01-248 5757, ext. 476/474.

Bolivia

Additional tax increase. Supreme Decree No. 13362 of 14 February 1976 increases the additional tax (which appears beside the *ad valorem* and specific duties on the tariff extract) on parts of or all of the following tariff numbers:

03.03	04.02	04.04	16.02	16.04	16.05	19.08	24.02	33.06	43.03
49.09	49.10	58.01	58.02	58.03	62.01	62.02	67.04	67.05	69.11
69.12	69.13	70.09	70.13	71.01	71.02	71.03	71.12	71.13	71.14
71.15	71.16	83.03	83.06	83.07	84.15	84.19	84.20	84.40	84.41
85.06	85.12	85.15	90.07	90.08	90.09	92.02	92.04	92.07	92.11
92.12	97.04	98.11							

Motor vehicle prohibitions. Supreme Decree No. 13362 of 14 February 1976 prohibits the importation of the motor vehicles contained within the following tariff numbers:

Tariff no.	Description
87.02.01.00	Jeeps, cars, saloons, station-wagons, vans, six-seater pick-ups
87.02.04.01	Trucks with a load capacity of up to 1,100kg
87.02.04.02	Trucks with a load capacity of 1,101kg to 2,100kg
87.02.05.01	Trucks with cabin-fitted chassis with a load capacity of up to 1,100kg
87.02.05.02	Trucks with cabin-fitted chassis with a load capacity of 1,101kg to 2,100kg

All international organisations providing financial and technical assistance to Bolivia are exempt from this prohibition as are the vehicles destined for taxi service whose importation will be authorised by the Ministerio de Transportes, Comunicaciones y Aeronautica Civil.

Additional import surcharge established. Supreme Decree No. 13362 of 14 February 1976 establishes an Additional Surcharge of 3 per cent *ad valorem* cif on the importation of all goods, with the following exceptions:

1 Goods for domestic use;

2 Articles of prime necessity contained in the following tariff numbers:

03.01.01.00	04.02.01.01	04.02.01.02	04.02.02.00	07.03.00.01
07.05.89.03	09.02.01.00	09.03.00.00	09.04.01.01	09.04.02.01
09.06.00.01	09.09.03.01	11.01.01.01	15.01.01.00	15.12.00.00
15.13.00.00	16.04.01.00	16.04.03.01	16.04.04.01	19.02.00.01

3 Pharmaceutical contained in tariff headings 30.01, 30.02, 30.03 and 30.05 of the current tariff;

4 Imports for the foodstuff industry and other essential products contained in the following tariff numbers:

01.02.01.01	01.02.01.99	01.02.02.01	01.02.02.99	01.04.01.01
01.04.01.02	03.01.02.00	05.15.00.01	05.15.00.02	05.15.00.03
10.01.01.00	15.04.01.01	15.04.02.01	15.04.03.00	15.04.09.01
15.07.01.01	15.07.02.01	15.07.03.01	15.07.04.01	15.07.05.01
15.07.07.01	15.07.08.01	15.07.09.01	15.07.10.01	15.07.11.01
15.07.12.01	15.07.13.01	15.07.14.01	15.07.15.01	15.07.16.01
15.07.89.01	27.10.03.01	27.10.04.01	27.17.00.00	37.07.89.01
48.01.01.01	49.01.89.00	49.02.00.00		

5 Basic imports for national products which are subject to price control, having first received a favourable report from the Ministerios de Industria, Comercio y Turismo y Finanzas;

6 Spares for motor vehicles and aircraft having first been so directed by the Ministerios de Finanzas, Industria, Comercio, y Turismo y Transportes, Comunicaciones y Aeronautica Civil;

7 Parts or all of the following:

03.03	04.02	04.04	16.02	16.04	16.05	19.08	24.02	33.06	43.03
49.09	49.10	58.01	58.02	58.03	62.01	62.02	67.04	67.05	69.11
69.12	69.13	70.09	70.13	71.01	71.02	71.03	71.12	71.13	71.14
71.15	71.16	83.03	83.06	83.07	84.15	84.19	84.20	84.40	84.41
85.06	85.12	85.15	90.07	90.08	90.09	92.02	92.04	92.07	92.11
92.12	97.04	98.11							

Inquiries: OTAR 01-248 5757, ext. 474/476.

Uruguay

Import duty concessions. Decree 162/976, which extends the concessions granted by Decree 715/975 and Decree 229/975, extends the exemption of the following goods from the payment of Import Duties, Additional Duties and other dues until 30 September 1976.

1 Imports of raw sugar for refining; yerba mate (semi-processed), unroasted coffee beans; hessian; roadmaking machinery; medicaments and raw materials for their manufacture

2 Imports of processed yerba mate will remain exempt from 50 per cent of these duties and taxes

3 These concessions only apply to goods imported free of surcharges or with a surcharge of less than 10 per cent.

Tax and duty concessions for biostats for bull semen. Decree 155/976 exempts biostats for the preservation of frozen bovine semen from the payment of Customs and Additional duties, all surcharges (including the minimum), Consular Fees and Import Taxes for the year 1976.

Exemptions for sacchariferous seeds and sugar machinery. Decree 154/976 extends for 6 months from 10 January 1976 the exemptions granted previously by Decree 21/974 of 10 January 1974. Sacchariferous seeds, agricultural and industrial machinery and equipment are exempted from Import Taxes. Such concessions will only apply to goods not having national similars.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Government Sales

Ministry of Defence

4 and 5 May 1976 Furniture

Location: RAF Colerne (seven miles east of Bath), Chippenham, Wilts

Auctioneers: Hobbs and Chambers (Dept. CS), The Market Place, Cirencester, Glos GL7 1QQ (tel. 0285-4736)

A sale of mostly single items or small lots to suit personal buyers and include three piece suites, dining table sets, armchairs, fireside chairs, easy chairs and Suffolk chairs. Occasional tables, card tables, office tables, bedside tables and various other tables. Oak sideboards, bureau/bookcases, secretaires, bureaux, settees, etc. Double and single beds, double and single wardrobes, dressing chests, chests of drawers, mirrors, safes, crockery, cutlery, blankets, clothing and textiles.

12 and 13 May 1976 Miscellaneous stores

Location: City Auction Galleries, Kinterbury House, St. Andrew's Cross, Plymouth

Auctioneers: Woolland Son and Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (tel. 0752-69292)

A large collection of stores which are lying at various depots and establishments in the West Country and include greatcoats, raincoats, jackets, trousers, blouses, jerseys, underwear, shirts, overalls, kitbags, suit cases, blankets, mattress covers, foam mattresses, ankle-flying and knee boots, shoes, hammocks, sleeping bags, capes, groundsheets, bedspreads, sheets, rags, tentage. Wooden and steel furnishings including desks, tables, dining room suites, book cases, stacking and other chairs, settees, writing tables, bedsteads, lockers, wardrobes, dressing chests. Linen baskets, bunk beds, vaulting horses, gym mats, brushes, mirrors, china and glass ware, carpets and rugs, tea urns, aluminium ware, watches, clocks, binoculars, telescopes, photographic equipment, filing cabinets and office safes. Cutlery, lamps, convector heaters, sewing machines, test meters and test sets, charging sets, gauges, tools, portable drills, electrical spares, tyres, ball and roller bearings, lifting jacks, scrap metal, vices, hoses, 4½ ton of fibreglass, watering cans, Uniport hut, petrol engines, Morris Mini saloon car, Morris 15 cwt van, Bedford diesel 3 ton truck and various other items.

18 May 1976 Miscellaneous stores

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

Auctioneers: Arnold and Son (Dept. L), 13 Market Place, Burton-upon-Trent, Staffs DE14 1HD (tel. 0283-64657)

A large quantity of stores which include household furniture, electrical and electronic spares, aircraft components and ground equipment. Scrap textiles and rags, marquees and other tentage. Scrap metals, wooden and metal boxes, MT spares, tyres and batteries, engineering tools and equipment, tractors, trailers, binoculars, cameras, etc.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

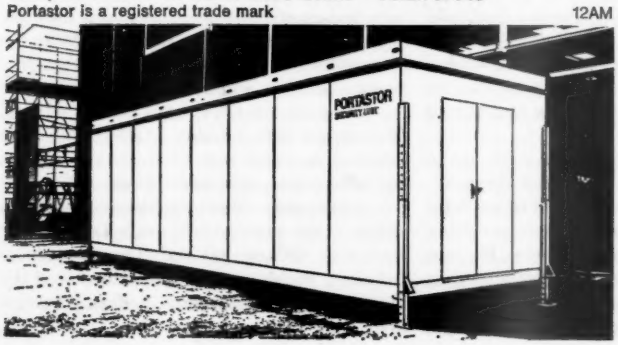
PORTASTOR
SECURITY UNIT
a really safe investment

By ending pilfering and defeating the vandal PORTASTOR security units rapidly pay for themselves

The eight standard sizes of PORTASTOR units with floor areas ranging from 1.35m² to 22.00m² provide tough, high security storage and are also perfect for housing plant equipment and switch gear. Units can also be linked or stacked two high. Every unit is fitted with high security doors, hinges and locks. The whole structure is made from galvanised steel for long life, and can be lifted and transported with contents. PORTASTOR units can be fitted with tube racking, shelving, lighting, alarm systems and many other features. One hour fire resistance and high thermal efficiency can also be provided.

Portasilo Ltd, Huntington, York, England YO3 9PR
Telephone 0904 24872 or 0904 21951 Telex 57849

Portastor is a registered trade mark 12AM



Wembley Auction Sales 1975/76

4 May 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Division Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

BOTB News

'Increased exports will ensure more jobs'

'Improved employment prospects and higher standards of living must depend, in the long run, on greater exports,' said Mr. S. D. Wilks, chief executive of the BOTB, speaking to the Walsall Chamber of Commerce on 26 April.

Calling for greater commitment and dedication by all, Mr. Wilks suggested that the only answer to offset the balance of payments deficit was to maintain and raise production which, in turn, would result in better employment prospects. Mr. Wilks continued, 'It is very apparent from the discussions we have had with union representatives that the workforce is as aware as management that exports are not the gilt on the gingerbread – they are our bread itself.'

Pinpointing the most likely source of orders, Mr. Wilks referred to a forecast that the annual growth in GNP in the EEC countries for 1976 will be between 3 and 3½ per cent, with West Germany, France, Holland and Denmark leading the way.

'These trends,' he commented, 'suggest that the main growth in demand is likely to come in the major developed countries. Imports into the United States are expected to be about 10-15 per cent higher, while those into Europe should increase by about 8 per cent during the coming year.'

Mr. Wilks stressed that, with 60 per cent of our exports going to the developed countries, and the EEC alone accounting for one third of the total, British trade prospects have an optimistic future.

'However,' continued Mr. Wilks, 'our goods are also very popular with the OPEC countries, and last year our exports to that area doubled. Indeed, Britain is increasing its share of these markets at a faster rate than any of its competitors, with hospital and medical equipment as well as large projects in civil engineering and construction being to the fore.'

Mr. Wilks concluded by referring to a recent survey which forecasts that export sales in the first nine months of this year will increase by 7 per cent in volume.

Reprint for popular key markets report

Public demand and impressive sales have created the need for a reprint of the popular Betro report entitled 'Concentration On Key Markets'.

The original report was issued in April last year by the British Export Trade Research Organisation (Betro) trust. It was based on a research study commissioned by the Betro trust committee of the Royal Society of Arts. In producing this report a total of 122 leading companies were interviewed. These account for about 25 per cent of British exports of manufactured goods. The Royal Society of Arts was assisted in the promotion and production of the report by the British Overseas Trade Board.

The Betro report pinpoints objectives for company management and helps firms to plan a bold export strategy and achieve a more vigorous export performance and at the same time increase their company profitability. To achieve these ends the report recommends that firms should:

1 Concentrate scarce resources of talent, effort and money on selective export markets.
2 Invest manpower in export markets equally with that in domestic markets.
3 Maintain constant personal liasion with overseas customers.
4 Plan investment geared to export growth.
5 Undertake comparative cost studies of domestic and export activities.

At the same time the report answers pertinent questions in relation to export markets, profitability, export manpower and limitations on exports in four major sections.

Various companies, ranging from the smaller firms to the large combines, found the report to be of immense value to them and they wrote complimentary letters about it to the research company involved in its production.

Both the British Overseas Trade Board and the British Overseas Trade Advisory Council considered the report and BOTB chairman, Sir Frederick Catherwood, speaking at a national export conference said, it was vital for the whole future of our country. It should substantially benefit our economy. The usefulness of the report was also commended by the Chancellor of the Exchequer, Dennis Healey, in a speech made to the Institute of Export in December last year.

In the debate on international trade at the House of Commons on 24 March this year, the then Secretary of State for Trade, Peter Shore, referred to several factors heralding the start of Britain's trade recovery. He said that British exports were now beginning to rise, and pointed out that in the three months ended in February, exports were 4 per cent higher in volume than in the previous three-month period.

In view of this forthcoming expansion in trade, British manufacturers would be well to consolidate their attack on overseas markets, and define their export strategy and marketing objectives with the help of this report on key markets. Copies of the reprinted Betro report entitled 'Concentration On Key Markets' are now available from the Central Library 1, Victoria Street, London SW1H 0ET, tel. 01-215 3712, price £10 post free.

Visits by British overseas commercial officers

Overseas commercial officers from Bahrain and Italy are expected to be in this country shortly, when they will be available for discussions.

P. Nessling, Second Secretary (Commercial) in Bahrain since July 1975, and G. E. Gastaudo, Commercial Officer (locally engaged) in Turin since 1954, will both be available during August.

British firms and organisations, other than those in Northern Ireland, Scotland, Wales and in the areas covered by the Department of Trade Offices for the Eastern Region and the London and South Eastern Region, who wish to meet the officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Industry Regional Director (Exports) stating the nature of the problems and commodities involved.

Those firms and organisations in the London-based regions mentioned above (together with those in other regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Overseas Visitors Bureau, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Firms and organisations who wish to meet the officers in Northern Ireland, Wales and Scotland should contact the Export Branch of the Department of Commerce, Belfast, Welsh Office, Cardiff and the Scottish Office Glasgow.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas commercial officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the Regional Offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce Belfast, can also help.

Exhibitions and Fairs

British professionalism pays off at Munich

From N. U. Rothnie, Commercial Section, Munich: Formally opened by the West German Federal Minister for Research, Hans Matthoefer, the 5th International Congress and Trade Exhibition of Bio-Chemical and Instrument Analysis confirmed its position as one of the leading events of its kind in the world. Analytica '76, which took place in Munich from 9-13 April 1976, is a bi-annual event dedicated to the expanding field of clinical and biochemical analysis, and the industrial trade exhibition exhibits this year highlighted the considerable choice of sophisticated equipment available to the research scientist today.

Because of the manifold aspects of scientific analysis it is not possible to put an exact figure on the size of the market in Western Germany, but a figure between DM 450 and 600 million is thought to be fairly near the mark. Of interest too, is the fact that over 30 per cent of the market is serviced by companies with less than 100 employees so that the small specialised company has a realistic chance of doing profitable business – providing sales and service are properly organised.

With this background, and a projected growth rate of up to 30 per cent in some specific areas of biochemical analysis, it was encouraging to see strong representation from British industry at Analytica. A total of 32 British firms displayed their products and at the end of the exhibition, it was clear that the expense and effort involved had not been wasted. A total of 11 companies participated on a joint venture stand organised by SIMA in conjunction with the BOTB, and all reported a high degree of informed interest in their products. Particularly welcome was the professional and carefully prepared way in which all the British participants presented themselves. Gone, it seems, are the days of 'glorious isolation': of speaking only English and quoting prices in sterling, net, ex-factory. Praiseworthy indeed, the progress made by many in speaking at least one foreign language and above all the knowledge displayed of requirements and trends in foreign markets. This professional approach did not go unnoticed amongst many of the exhibition's 14,000 visitors and the reaction can, perhaps, best be summed up by the remark of two prominent German businessmen that if the attitudes of British firms observed at Analytica were indicative of a general trend in British industry, then the UK would surely soon solve its balance of payments problem.

Compliments, welcome though these are, are not the yardstick of successful participation at a trade exhibition. Such success, or failure, is judged by the number and quality of inquiries received and in this respect the British contingent had no cause for complaint. It is virtually impossible to quantify the amount of potential business which will eventually emerge as a result of the contacts made, and indeed the lead times in some cases can be as long as 12 to 18 months. Nevertheless, all the joint venture participants and many of the independent exhibitors, confidently anticipate worthwhile orders in the future as a result of having participated at Analytica '76 and are optimistic that for them at any rate, world trade is indeed moving out of recession.

One firm particularly pleased with its reception was G. S. Ross Ltd. who during the exhibition established contact with excellent potential agents for its dry freeze serum and urine products as well as for the newly developed miniature dry freezer for use in hospital, school and industrial laboratories. The potential market is enormous and with the nearest competition at two to three times the price, Ross Ltd. have high hopes for this product in overseas markets. Rank Hillger reported great interest in their newly developed 'Chromaspec' amino acid analyser which is fully-automated and can be programmed to work without the necessity of having control personnel in attendance. Grant Instruments (Cambridge) Ltd., who since their last participation at Analytica in 1974 have opened their own trading office in Western Germany, reported a high standard of inquiry for their range of thermostatically controlled water-baths and were adamant that the decision to open an office in the Federal Republic had contributed in no small measure to the degree of interest shown.

All in all, therefore, Analytica '76 was an undoubted success for the British participants, in no small measure due to the professional approach and high standard of personnel provided by British companies. The field of analytical instrumentation is a highly competitive one and the recipe for success, given a good product, can only be a proper marketing concept backed up by prompt delivery dates and after-sales service. UK exhibitors at Analytica '76 were successful in projecting such an image and received their reward in the high level of interest in their products. The next Analytica exhibition is due to take place in Munich in the spring of 1978.

Record attendance at Material Handling Show

From J. G. Quinn, British Consulate-General, Chicago: Chicago played host this year to the National Material Handling Show from 5-8 April, and in keeping with its reputation as a city of firsts – the tallest building in the world, the busiest airport, etc. – saw records in attendance and participation.

The show, which attracted an estimated attendance of 35,000 people representing an important cross-section of United States industry, was formally declared open by the city's Mayor, Richard J. Daley, to the skirl of bagpipes, Chicago-style.

Among the 354 exhibitors was the British participation of seven firms in a joint venture sponsored by the London Chamber of Commerce and the BOTB. The aim of the British firms was to meet new customers in this notoriously difficult market and in some cases to find distributors for their products. To this end they put on display a fine selection of equipment which attracted much attention.

Perhaps the most rewarding feature of this year's event was the extensive lists of inquiries which our manufacturers received. Those taking part in the joint venture were: Cableform Ltd., Cleco Electric Industires Ltd., Columbus Dixon Ltd., Flexiveyor Products Ltd., Geoffrey E. MacPherson Ltd., Newland Engineering Co. Ltd., and Phillips and Roberts Ltd., all of whom expressed great satisfaction at having participated.

Typical of the success achieved was the reception accorded the mobile crane of Geoffrey E. MacPherson Ltd. which, on the evidence of US visitors to the show, is unrivalled in this market. Peter Evans of Peter Evans and Associates in commenting on the success of this year's show said that he had received during the event an order for a third installation by the same customer. Mr. Evans, who represented Cleco Electric Industries Ltd., observed that so far during 1976 the British firm have won orders in the US market for about $\$\frac{1}{4}$ million and the company expects substantially to increase this rate – no mean feat in a market which is traditionally difficult to penetrate. A successful American debut was made by the Sincon self accumulating conveyor system. Phillips and Roberts Ltd., the licensors of the system, together with the UK licensees, Moon Brothers Ltd., who demonstrated an actual conveying system in working order, were delighted at the response from US companies.

The next National Material Handling Show will be held in the Civic Center, Philadelphia, from 17-20 April 1978.

ECGD and the overseas exhibitor

British exporters' growing use of overseas trade fairs has underlined the need for credit insurance. The whole object of taking part in such fairs is usually to find new buyers, but these will often be firms whose credit standing is much less certain than that of old customers. Such buyers may also demand credit that, while perfectly reasonable for the type of product, is in excess of that usually given by a particular exporter.

Comprehensive short-term guarantee

For these reasons the Export Credits Guarantee Department's comprehensive short-term guarantee can be particularly useful to protect exporters if their buyers do not pay, or if the overseas government imposes restrictions on the transfer of currency.

Under a recent relaxation of ECGD's requirements exporters can now get cover for contracts up to £250 with any buyer without any further requirement or reference to the department, provided they have no adverse information about the buyer. Furthermore if an ECGD policyholder can get one satisfactory banker's or credit agency report on a customer he has a 'discretionary limit' – normally £5,000 – which enables him to go ahead with contracts involving outstandings up to that amount without reference to ECGD.

Other provisions allow the amount of credit for a particular buyer to be increased on the basis of satisfactory experience up to a maximum of £20,000. Thus for small contracts very little administrative delay need be involved. Of course for larger orders ECGD needs to take more precautions before accepting the risk – which is for 90 to 95 per cent of the value of the contract.

Supplemental stocks guarantee

ECGD's comprehensive guarantee provides cover under a special section for credit given for sales made following fairs or demonstrations, or after display of goods at an overseas exhibition. The application of this section can be arranged very quickly by an ECGD regional office, and the exporter pays no additional premium.

Not only can he arrange to have sales from overseas stock covered in this way but he can also arrange to have the stock itself protected against the risks of confiscation or requisition by the government of the country where the stocks are held, or by a country through which they may pass in transit. For this cover the exporter obtains a supplemental stocks guarantee which can be issued to holders of the ordinary comprehensive guarantee.

For this supplemental guarantee a stocks limit is agreed at the outset for each country between the exporter and ECGD. Premium is paid at a flat rate of 25p per £100 per annum. These country stocks limits may be varied at any time and new countries added by agreement. Only if the aggregate of the stocks limits increases does additional premium become payable. Under the policy ECGD remains liable for the goods for up to 18 months from date of shipment from the UK. For countries where cover for stocks is not generally available, ECGD may still be able provide cover for the period of a particular fair.

Through these forms of cover ECGD helps to meet some of the special problems of firms who use overseas trade fairs to expand sales of their products and services; ECGD cover is therefore an aid to making these effective shop-windows for UK goods even more effective.

Cross-section of British industry at Petrotech

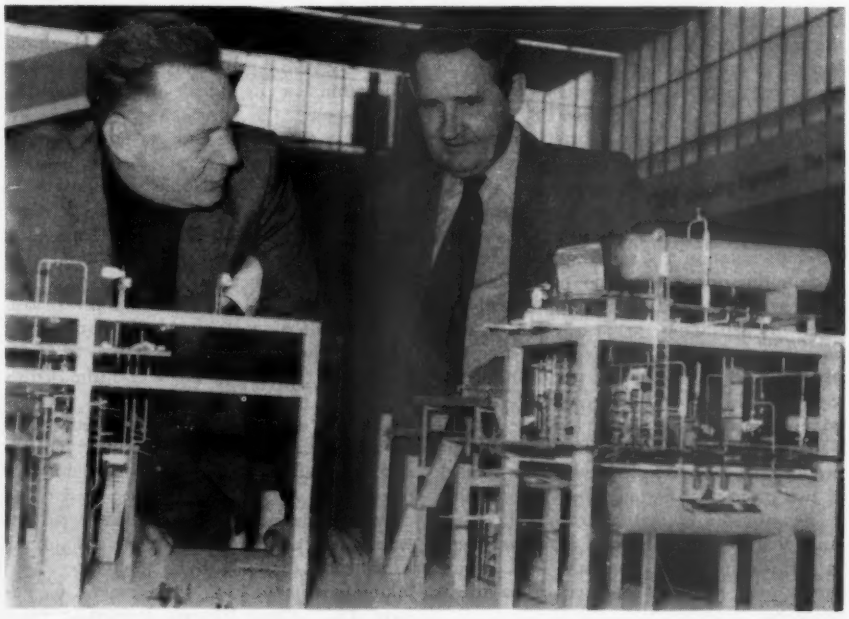
From Wim Oudshoorn, Commercial Officer, British Embassy, the Hague: Petrotech Amsterdam, an exhibition for the oil, gas and chemical processing industry, took place in the Amsterdam RAI Exhibition Centre from 6-9 April.

Held once every two years, Petrotech '76 outdid its predecessors. The exhibition is certainly becoming a most important oil and gas industry show in western Europe. This year Petrotech included 241 exhibitors from 14 countries – the majority of companies coming from the UK, USA, Federal Republic of Germany and the east bloc countries – and was visited by 9,776 people, compared to 7,915 in 1974.

Exhibits included products, equipment, machinery and services for exploration, exploitation, drilling, distribution, production, refining and processing of on and offshore oil and gas. The major sponsors of Petrotech were the Netherlands Oil Equipment Manufacturers, the Netherlands Industrial Council for Oceanology and the Netherlands Association of Shipbuilders.

Some 660m² floor space were covered by the attractive stands of the British joint venture group, where 33 British companies displayed their goods and equipment in the south hall of the RAI Buildings. The Council of British Manufacturers of Petroleum Equipment (CBMPE), supported by the BOTB were the sponsors of this exhibition.

The British exhibitors represented a cross-section of British industry. Apart from companies which have exhibited in previous years, there were 29 newcomers, all of whom were pleased with the results flowing from their participation. For example, TR Oil Services Ltd., London, who offer offshore rigs fully equipped and portable laboratories for field use and on-the-spot analyses for North Sea oil and gas and Wm. Oxley and Co. Ltd., Rotherham, who displayed an attractive variety of stainless steel (titanium and hastelloy) and alloy steel forged and machined pipeline fittings. In addition Mather and Platt Ltd., Manchester, displayed some interesting, rotating models of pumps and electric motors on their corner stand, while Grosvenor Steel Fabricators Ltd., Manchester, and Clark Chapman Ltd., Derby, both showed their expertise in the manufacture of heat exchangers and high pressure vessels.



Among the British exhibitors at Amsterdam's Petrotech exhibition were Esmil-Envirotech Ltd., with their models of a lube oil plant and a multi-hearth incinerator.

British Overseas Trade Board

Programme of trade promotions 1976-78

The Duke of Kent talking to Mr. C. Marsen, District Manager for JCB at the company's stand at the British Technology for Malaysia exhibition in Kuala Lumpur from 5-12 April. The British Technology for Malaysia Exhibition was the most important event in south-east Asia to be sponsored by the British Overseas Trade Board during 1976. More than 360 British firms were represented and sales concluded or under negotiation are estimated at £6.3 million.

Section 1
4-34 Overseas events where Government assistance to UK participants is planned or under consideration

Section 2
35-43 Trade fairs and exhibitions within Europe

Section 3
43-45 Trade fairs and exhibitions outside Europe

Section 4
45-50 Trade fairs and exhibitions in the United Kingdom

THINKING OF EXHIBITIONS

Leave nothing to chance
Contact the experts
Telephone, Telex or Write

JAMES BREWSTER ASSOCIATES LIMITED 97-99 Park Street, London W1Y 4NJ Telephone 01 408 2104 Telex 267644 Amijba Ldn.

Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch. Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS
General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Gas and oil extraction and distribution including offshore activities
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1975, the British Overseas Trade Board supported some 6,900 firms exhibiting at 349 trade fairs in 49 different countries, four British shopping weeks and 48 store promotions. In 1975, 221 outward missions were supported and some 2,600 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 24)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page 4 Specialised fairs and symposia—page 5
British Export Marketing Centre exhibitions (Tokyo)—page 24
British shopping weeks and store promotions—page 30
Missions—page 30

General fairs

1976

TEHRAN:
International Fair of Modern Technology—28 April-5 May 1976
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

HANOVER:
Hanover Fair—28 April-6 May 1976
Official Information Office
Joint ventures with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Birmingham Engineering and Building Centre.
(iii) British Artmetal Manufacturers Export Group.
(iv) British Ceramic Manufacturers Federation.
(v) British Electrical and Allied Manufacturers Association.
(vi) British Jewellery and Giftware Federation
(vii) Business Equipment Trade Association.
(viii) Electronic Components Centre (GB) Ltd.
(xi) Heating, Ventilating and Air Conditioning Association.
(x) Lighting Industry Federation.
(xi) Sira Institute.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

JOHANNESBURG:
Rand Show—28 April-8 May 1976
Joint venture with Birmingham Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

BUDAPEST:
International Spring Fair—19-27 May 1976
The Department of Trade will organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

BARCELONA:
International Fair—1-10 June 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

POZNAN:
International Technical Goods Fair—6-17 June 1976
The Department of Trade will organise a British Pavilion at this event.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

LISBON:
International Fair (FIL)—11-22 June 1976
Joint venture with the Birmingham Engineering and Building Centre Ltd.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

TEL AVIV:
International Trade Fair 'Modern Living' (Consumer Goods)—22 June-10 July 1976
The Department of Trade will organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

DAMASCUS:
International Trade Fair—25 July-20 August 1976
The Department of Trade may organise an Information Stand.
(G. A. Casburn, Ext. 602)

FRANKFURT:
International Trade Fair (Autumn)—29 August-1 September 1976
Joint ventures with:
(i) UK Cutlery and Silverware Manufacturers Association.
(ii) Design Council.
(iii) British Hotmetal Manufacturers Export Group.
(iv) British Ceramic Manufacturers Federation.
(v) British Jewellery and Giftware Federation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PLOVDIV:
International Trade Fair—3-10 September 1976
The Department of Trade will organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

LEIPZIG:
International Autumn Fair—5-12 September 1976
Joint ventures with:
(i) Society of Motor Manufacturers and Traders.
(ii) British Printing Machinery Association.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

HELSINKI:
International Trade Fair (Consumer Goods)—9-19 September 1976
Joint venture with London Chamber of Commerce and Industry.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

NAIROBI:
Nairobi Show—28 September-2 October 1976
Joint ventures with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Agricultural Engineers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

ALGIERS:
International Trade Fair—1-17 October 1976
The Department of Trade will organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

BAGHDAD:
International Trade Fair—1-21 October 1976
The Department of Trade will organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

BUCHAREST:
International Trade Fair—16-25 October 1976
The Department of Trade will organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

TEHRAN:
4th International Trade Fair—18-31 October 1976
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

1977

FRANKFURT:
International Trade Fair (Spring)—February 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Spring Fair—March 1977
Joint ventures with appropriate trade associations.
(P. G. M. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BUDAPEST:
International Spring Fair—(Spring) 1977
The Department of Trade may organise official participation at this event.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

TEL AVIV:
International Trade Fair (Capital Goods) (Technology '77)—1-8 June 1977
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 22.11.76)

BARCELONA:
International Fair—June 1977
Joint venture with appropriate trade associations.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 31.10.76)

LISBON:
International Fair (FIL)—June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.76)

FRANKFURT:
International Trade Fair (Autumn)—August 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Autumn Fair—4-11 September 1977
Joint venture with appropriate trade association.
(P. G. W. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BUCHAREST:
International Technical Exhibition (Technoexpo)—October 1977
The Department of Trade may organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

1978

LISBON:
International Fair (FIL)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.77)

BARCELONA:
International Fair—June 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.12.77)

TEL AVIV:
International Trade Fair (Consumer Goods)—June/July 1978
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.12.77)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1976

REGGIO EMILIA:
Pig Fair—29 April-2 May 1976
Joint venture with National Pig Breaders Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint venture with:
(i) The Agricultural Engineers Association.
(ii) The British Agricultural Export Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PORTO ALEGRE:
International Agricultural Show—22-30 August 1976
Trade Information Stand Only.
(N. J. D. Robinson, Ext. 7011)

MALTA:
5th Poultry Conference and Exhibition—4-11 September 1976
Joint venture with British Agricultural Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

NAIROBI:
Nairobi Show—28 September-2 October 1976
Joint venture with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Agricultural Engineers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

BOSTON:
Commercial Fishing Exposition—27-30 October 1976
Joint venture with Westminster Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 14.6.76)

1977

HARRISBURG:
Pennsylvania Farm Show—10-14 January 1977
Joint venture with Agricultural Engineers Association.
(Miss F. J. Cooleem, Ext. 7097)
(Cut off date: 3.9.76)

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show—1-4 February 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 6.8.76)

LOUISVILLE:
National Farm Machinery Show—16-19 February 1977
Joint venture with Agricultural Engineers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 10.9.76)

SPONSORING A JOINT VENTURE?

For all your members travel and hotel requirements consult the experts

Barry Martin Travel Limited

our services include:

★ Savings of up to 30%.
★ Block bookings of hotels.
★ On Site Service of **B.M.T.** British Representative.
★ All tours adhere to Department of Trade **'Fringe Benefit'** regulations.
★ Catering services at major trade fairs.
★ Comprehensive visa service.

FOR FULL DETAILS contact:

Geoff Dailey
on Tel. 01-636 4563

or write to:

SPECIAL EVENTS DIVISION,
SUITE 309/310,
ALBANY HOUSE,
324 REGENT STREET,
LONDON, W1R 5AA.
(Telex 24815. BMTTRAVL LDN)

In 1975 the cities covered by our arrangements included:—

ALGHERO / BRNO / BRUXELLES / BRATISLAVA
BUCHAREST / BUDAPEST / CAIRO / DALLAS
DUBROVNIK / DUSSELDORF / FRANKFURT
GRENOBLE / LEIPZIG / JOHANNESBURG
MALMO / MEXICO CITY / MOSCOW
NUREMBERG / OSAKA / PLOVDIV / POZNAN
PRAQUE / TEHRAN / UTRECHT / VARNA
VIENNA / WARSAW.

BMT

PARIS:
International Agricultural Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Poultry Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.9.76)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

ZARAGOZA:
International Agricultural Machinery Fair—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

REGGIO EMILIA:
Pig Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

FOGGIA:
Agricultural Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.9.76)

HANOVER:
International Trade Fair for Machinery and for the Wood Industry (LIGNA)—15-22 June 1977
Joint venture with appropriate trade association.
(Miss M. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HANOVER:
International Exhibition of Poultry and Pig Production—22-25 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

PLOVDIV:
Agricultural Machinery Exhibition—June 1977
Joint venture with appropriate trade association.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

OTTAWA:
Forest Industries Equipment Exhibition—14-16 September 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 1.3.77)

1978

HARRISBURG:
Pennsylvania Farm Show—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

TORONTO:
Canada Farm Show—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
49th International Agricultural Machinery Exhibition (SIMA)—March 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.9.77)

ZARAGOZA:
International Agricultural Machinery Fair—April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.77)

REGGIO EMILIA:
Pig Fair—April/May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.77)

FRANKFURT:
International Agricultural Exhibition (DLG)—June 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

Aircraft and aeronautical equipment

1976

HANOVER:
International Air Show—1-9 May 1976
Joint venture with the Society of British Aerospace Companies Ltd.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

1977

PARIS:
32nd International Aeronautics and Space Exhibition—2-12 June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Books and periodicals

1976

MONTREAL:
International Book Fair—19-23 May 1976
Joint venture with the Book Development Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

CHICAGO:
Annual Convention and Exhibition of the American Booksellers Association—6-9 June 1976
Joint venture with the Book Development Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DENVER:
Special Libraries Association Conference—6-10 June 1976
Joint venture with Association of Learned and Professional Society of Publishers.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with Book Development Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 18.6.76)

BELGRADE:
International Book Fair—25-30 October 1976
Possible joint venture with the Book Development Council.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

1977

BRUSSELS:
International Book Fair—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.76)

BOLOGNA:
International Book Fair for Children and Youth—April 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.11.76)

JERUSALEM:
International Book Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.9.76)

NEW YORK:
Special Libraries Association Congress—5-9 June 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1976)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext 7201)
(Cut off date: not yet arranged)

1978

BRUSSELS:
International Book Fair—March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.7)

BOLOGNA:
International Book Fair for Children and Youth—April 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.11.77)

Building, public works and construction equipment

1976

PARIS:
10th International Building and Public Works Materials and Equipment Exhibition (Expomat)—14-23 May 1976
Joint venture with the Federation of Manufacturers of Construction Equipment and Cranes.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

JOHANNESBURG:
International South African Building and Construction Exhibition—3-10 August 1976
Joint venture with the Building Materials Export Group.
(S. J. Seaman, Ext. 325)
(Cut of date: passed)

U.S.S.R.
Exhibition of Communal and Social Equipment (Interbythmash '76)—1-15 September 1976
The Department of Trade will organise a Pavilion at this event.
(L. Devine, Ext. 7213)
(Cut off date: passed)

TOKYO:
Heating, Air-Conditioning and Sanitary Engineering Exhibition—27 September-1 October 1976
Joint venture with Building Materials Export Group.
Contact: Miss J. Tomlinson, Tel. 01-636 6920.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

MIAMI:
Prestressed Concrete Institute Convention and Exhibition 17-20 October 1976
Joint venture with Concrete Society.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

BORDEAUX:
International Exhibition of Blinds and Shutters—1-5 December 1976
Joint venture with Birmingham Engineering and Building Centre.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

TORONTO:
Construction Show—7-9 December 1976
Joint venture with:
(i) London Chamber of Commerce.
(ii) Building Materials Export Group.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

1977

DALLAS:
National Association of Home Builders Exposition—23-27 January 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.7.76)

COPENHAGEN:
Building for Billions—18-27 February 1977
Joint venture with Building Materials Export Group.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.6.76)

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIBOUW)—February 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.76)

MUNICH:
International Construction Machinery Fair (BAUMA)—10-16 March 1977
Joint venture with:
(i) Federation of Manufacturers of Construction Equipment and Cranes.
(ii) British Internal Combustion Engine Manufacturers Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 30.4.76)

UTRECHT:
International Building Exhibition—25 March-2 April 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

STUTTGART:
International Shutter and Blinds Fair (R 77)—9-12 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

U.S.A.:
Prestressed Concrete Institute Convention and Exhibition—September/October 1977
Joint venture with appropriate trade association.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.76)

PARIS:
International Building Exhibition (Batimat)—November 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

1978

DALLAS:
National Association of Home Builders Exposition—January 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilation Exhibiton (Euroclima)—February 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.77)

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.6.77)

PARIS:
11th International Public Works and Building Equipment Exhibition (Expomat)—May 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.77)

Chemicals and allied industries, including plastics

1976

MILAN:
International Plastics Exhibition (Milanplast)—20-26 June 1976
Joint venture with the British Plastics Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

USSR—UFA:
Equipment for plating corrosion resistant coatings and non-metallic materials in oil and chemical industry (Antikorrozijnye Poktytia)—16-26 September 1976
Possible joint venture with London Chamber of Commerce and Industry
(L. Devine, Ext. 7213)
(Cut off date: passed)

NEW YORK:
International LNG/LPG Exhibition and Congress (Gastech)—5-8 October 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: 18.5.76)

TORONTO:
Canadian Chemical / Process Equipment Exhibition—13-15 October 1976
Joint venture with the Council of British Manufacturers of Petroleum Equipment (CBMPE)
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with the British Plastics Federation.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—21-24 March 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BUDAPEST:
International Plastics Exhibition (Hungaroplast 77)—Spring 1977
Possible joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

SARAJEVO:
International Fair of Rubber, Plastics and Caoutchouc—November 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

CHICAGO:
Exposition of Chemical Industries—5-8 December 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: January 1977)

PARIS:
International Chemistry Exhibition (Interchimie)—5-10 December 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

Beck & Pollitzer Packing & Shipping Ltd

THE exhibition transportation specialists

We serve 48 countries — over 75 exhibition centres

TOWER BRIDGE HOUSE, TOWER BRIDGE ROAD, LONDON SE1 2UN

Exhibition Transportation Specialists
Export Packers & Freight Forwarders

Telephone 01-407 6051
Telegrams Beaupol, London
Telex 883093 Beaupol London

1978

BARCELONA:
International Chemical Exhibition (Expoquimia) —March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.6.77)

TORONTO:
Plastics Show of Canada—5-9 June 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
International Plastics and Rubber Exhibition (Europlastique)—June 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—October 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.3.77)

Clothing

1976

COLOGNE:
International Men's Fashion Week— 27-29 August 1976
Joint venture with:
(i) Clothing Export Council.
(ii) British Menswear Guild.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)— 5-8 September 1976
Joint venture with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
European Menswear Exhibition (Autumn Session)—11-14 September 1976
Joint venture with Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.5.76)

PARIS:
Children's Fashionwear Exhibition— 11-14 September 1976
Joint venture with National Children's Wear Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

COPENHAGEN:
International Fashion Fair— 12-15 September 1976
Joint venture with Clothing Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: 12.6.76)

NEW YORK:
European Fashion Fair—19-22 September 1976
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: 4.6.76)

MUNICH:
International Fashion Week—3-7 October 1976
Joint venture with Clothing Export Council.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child— 8-10 October 1976
Joint venture with the City of Westminster Chamber of Commerce.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

PARIS:
International Exhibition of Women's Ready to Wear—23-27 October 1976
Joint venture with Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 1.7.76)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)— 24-27 October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportwear Association Supplies Exhibition (NOSA)— 24-27 October 1976
Joint venture with the Leather Institute.
(J. E. Henderson, Ext. 318)
(Cut off date: 12.5.76)

1977

PARIS:
Knitting Industries Exhibition— 5-8 February 1977
Joint venture with British Knitting Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 24.5.76)

PARIS:
European Menswear Exhibition (Spring Session) (SEHM—5-8 February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition— 5-8 February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—March 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)— April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext 7203)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—April 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—September 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Autumn Session) (SEHM)—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition— September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: Not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)— September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)— October 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

NEW YORK:
Natonal Outerwear and Sportwear Association Supplies Exhibition (NOSA)—October 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1978

COLOGNE:
International Men's Fashion Week— February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)—April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Display and shop equipment

1978

DUSSELDORF:
5th European Fair Modern Shopfitting and Display with Congress (Euroshop)— 7-11 April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Engineering, electrical and electronic, including radio and television

1976

BOSTON:
Institute of Electrical and Electronic Engineers (Electro 76)—11-14 May 1976
Joint venture with Electronic Engineers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

BRUSSELS:
Computer Peripheral, Small Computer and Systems Exhibition (Compec)—18-20 May 1976
Joint venture with The London Chamber of Commerce and Industry
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

NEW YORK:
National Computer Conference—7-10 June 1976
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

MELBOURNE:
International Central Electronics Telecommunications Instruments and Automation Exhibition (CETIA)— 7-11 June 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—8-10 June 1976
Joint venture with Westminster Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

CHICAGO:
Summer Consumer Electronics Show—13-16 June 1976
Joint venture with Federation of British Audio.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
Contact: A. J. R. Terenzani, Tel. 01-734-7471.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

JOHANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint venture with:
(i) British Electrical and Allied Manufacturers Association.
(ii) London Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

ROME:
International Conference and Exhibition for the Microwave Community (Microwave '76)—14-17 September 1976
Joint venture with Electronic Engineering Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—14-17 September 1976
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
Third International Hi-Fi Exhibition with Festival—24-29 September 1976
Joint venture with the Federation of British Audio.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

LENINGRAD:
Exhibition of Automatic Systems for Ships and Ports (Sudoavtomatika '76)—7-17 October1976
Joint venture with the British Electrical Allied Manufacturers Association.
(L. Devine, Ext. 7213)
(Cut off date: passed)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—11-14 October 1976
Joint venture with SIRA Institute.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Pipeline Engineering and Metal Finishing Exhibition—19-23 October 1976
Sponsored by Engineering Industries Association.
Contact: Col. R. E. Scott, Tel. 01-863 9188.
(R. King, Ext. 7317)
(Cut off date: passed)

BUDAPEST:
International Electronics Exhibition (MIPEL '76) — 19-23 October 1976
Joint venture with Electronic Engineering Association.
(A. E. Reid, Ext. 604)
(Cut off date: passed)

TOKYO:
Electronics Show—22-27 October 1976
Joint venture with Electronic Engineering Association.
(R. King, Ext. 7317)
(Cut off date: passed)

HELSINKI:
26-30 October 1976
International Technical Fair (Main theme Electrical Technology)—26-30 October 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

MILAN:
Instrumentation and Automation Exhibition (BIAS)—23-27 November 1976
Joint venture with the British Electrical and Allied Manufacturers' Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

SINGAPORE:
International Exhibition of Electrical and Electronic Equipment—24-28 November 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(P. A. Greig, Ext. 7099)
(Cut off date: 30.4.76)

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Hanover makes Markets afresh every year

28 April - 6 May 1976
Hanover Fair

- Day visit by jet flight from Luton Airport Thursday, 29th April for £49 per person;
- Day visit by jet flight from Gatwick Airport Tuesday, 4th May for £49 per person;
- Day visit by jet flight from Gatwick Airport for the Aerospace Show Tuesday, 4th May for £44 per person;
- Package tours inclusive of scheduled flights
First and tourist class accommodation in *central* Hanover from £68 for two days (one night), Price includes entrance ticket;
- Good clean private accommodation in *central* Hanover for two days by scheduled flight from £87. Also sleeping car berths available at the fairground itself for two days by air from £89.

OFFICIAL UK AGENTS FOR VISITORS
Telephone No: 01-499 8636
(ask for Ian Stewart for immediate confirmation)

Kuoni Travel Ltd
33 Maddox Street,
London W1R 9LD.

KUONI TRAVEL LTD

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—25 November-1 December 1976
Joint venture with Electronic Components Board.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1977

PARIS:
12th International Lighting Exhibition—January 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—1-3 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.7.76)

NEW YORK:
Institution of Electrical and Electronic Engineers (Electro)—22-24 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.9.76)

WASHINGTON:
National Association of Broadcasters Convention and Exhibition—27-30 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

CHICAGO:
Summer Consumer Electronics Show—21-24 April 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MONTREUX:
International Television Equipment Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 5.8.76)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.10.76)

DALLAS:
National Computer Conference—13-16 June 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 12.12.76)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.12.76)

SAN FRANCISCO:
Western Electronic Show and Convention (Wescon)—20-23 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.4.77)

TORONTO:
International Electronics Exposition—26-28 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: January 1977)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.9.76)

GOTHENBURG:
Electrical Engineering Fair (Elfack '77)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

USA:
Instrument Automation Conference and Exhibition (ISA)—October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.4.77)

1978

USA:
National Computer Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
13th International Lighting Exhibition—January 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

USA:
National Association of Broadcasters Convention and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
Summer Consumer Electronics Show—April 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition (BIAS)—November 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.2.78)

Engineering, other

1976

PHILADELPHIA:
Plant Engineering and Maintenance Show—17-20 May 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—18-21 May 1976
Joint venture with British Electrical and Allied Manufacturers Association Ltd.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BRUSSELS:
International Industrial Equipment Exhibition—20-26 May 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with Birmingham Engineering and Building Centre.
(M. Seymour, Ext. 265)
(Cut off date: passed)

BASLE:
2nd World Railways Engineering Exhibition—1-5 June 1976
Joint venture with London Chamber of Commerce.
(Miss J. N. Neeson, Ext. 7092)
(Cut off date: passed)

Beck & Pollitzer Packing & Shipping Ltd

Offer the ONLY complete exhibition service — throughout the world

TOWER BRIDGE HOUSE, TOWER BRIDGE ROAD, LONDON SE1 2UN

Exhibition Transportation Specialists
Export Packers & Freight Forwarders

Telephone 01-407 6051
Telegrams Beaupol, London
Telex 883093 Beaupol London

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association Ltd.
and assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BASLE:
7th International Diecasting Exhibition—22-26 June 1976
Joint venture with the London Chamber of Commerce and Industry.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with Wire Machinery Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

CHICAGO:
International Machine Tool Show (NMTBA)—8-17 September 1976
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

JOHANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint venture with:
(1) British Electrical and Allied Manufacturers Association.
(2) London Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

SYDNEY:
International Engineering Exhibition—13-18 September 1976
Department of Trade will organise a British Pavilion.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint ventures with appropriate trade associations.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

NEW YORK:
International LNG/LPG Exhibition and Congress (Gastech)—5-8 October 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: 18.5.76)

CLEVELAND:
Hydraulics and Pneumatics Show—12-14 October 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

JOHANNESBURG:
International Materials Handling and Physical Distribution—18-22 October 1976
Joint venture with Birmingham Engineering and Building Centre.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Pipeline Engineering and Metal Finishing Exhibition—19-23 October 1976
Sponsored by Engineering Industries Association.
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(R. King, Ext. 7317)
(Cut off date: passed)

STOCKHOLM:
International Technical Fair—21-27 October 1976
Joint venture with the Engineering Industries Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

ZURICH:
International Hydraulics and Pneumatics Exhibition—1-6 November 1976
Joint venture with:
(i) Association of Hydraulic Equipment Manufacturers.
(ii) British Compressed Air Society.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

UTRECHT:
International Mechanical Handling Exhibition (INVIA)—3-11 November 1976
Joint venture with London Chamber of Commerce and Industry.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

COPENHAGEN:
Components and Sub-Contract Exhibition (Industrikontact)—23-26 November 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

TEHRAN:
International Fair of Machine Tools and Industrial Equipment (Iran-Tool)—24-30 November 1976
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Federation of British Hand Tool Manufacturers.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess '76)—30 November-4 December 1976
Joint venture with the Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBURG:
Hydraulics, Pneumatics and Automation Trade Fair (Scanautomatik)—1-5 December 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—14-17 March 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.76)

PHILADELPHIA:
Gas Turbine Conference and Products Show—March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Transport and Mechanical Handling Trade Fair—April 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

DETROIT:
International Tool and Manufacturing Exposition and Engineering Conference (SME)—9-12 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

CHICAGO:
Design Engineering Show and Conference—9-12 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 15.10.76)

CHICAGO:
Plant Engineering and Maintenance Show—9-12 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

TORONTO:
National Industrial Production and Machine Tool Show—16-20 May 1977
Joint ventures with:
(i) Gauge and Toolmakers Association.
(ii) Birmingham Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: 13.4.76)

PHILADELPHIA:
American Welding Society Annual Meeting and Welding Exposition—26-28 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

INTERLINGUA TRANSLATIONS
Translations for Export & Industry
Ashurst Wood, East Grinstead, Sussex.
Tel: Forest Row 2101 (8 lines) Telex: 95101 (8 lines)
ترجمة
翻訳

PARIS:
International Design Engineering Exhibition and Congress (INOVA)—13-17 June 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA)—15-22 June 1977
Joint venture with appropriate trade association.
(Miss M. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

PARIS:
6th International Hydraulic and Compressed Air Exhibition (Mecanelem)—20-25 June 1977
Joint venture with the Association of Hydraulic Equipment Manufacturers Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: 30.7.76)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 5.7.76)

HANOVER:
International Machine Tool Exhibition (IHA)—20-29 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: 28.5.76)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC)—27 September-1 October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.11.76)

BRNO:
International Engineering Fair—September 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

CHICAGO:
International Materials/Metalworking Congress and Exposition—17-20 October 1977
Joint venture with City of Westminster Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

JOHANNESBURG:
Machine Tools and Production Engineers Exhibition—17-21 October 1977
Joint venture with appropriate trade association.
(S. J. Seaman, Ext. 325)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

USA:
Hydraulics and Pneumatics Show—October/November 1977
Joint venture with appropriate trade association.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: May 1977)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic)—October-November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

1978

USA:
Design Engineering Show and Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
Plant Engineering and Maintenance Show—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
Gas Turbine Conference and Products Show—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

ZURICH:
6th International Power Transmission Exhibition—March-April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 8.6.77)

CLEVELAND:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Machine Tools Exhibition—April 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
International Industrial Equipment Exhibition—May 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.77)

BASLE:
International Wire Exhibition—June 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.77)

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.10.77)

LAS VEGAS:
Mining Show—October 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatic Exhibition—November 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.3.78)

PARIS:
17th International Mechanical Handling Exhibition (Manutention)—December 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Foodstuffs, food machinery, hotel and catering equipment

1976

DALLAS:
Annual Convention of the Supermarket Institute—2-5 May 1976
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

PRETORIA:
International Food and Allied Exposition—13-22 May 1976
Joint venture with British Food Export Council.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—22-26 May 1976
Joint venture with London Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—22-30 May 1976
Joint venture with British Food Export Council.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

NEW YORK:
National Fancy Food and Confection Show—27-30 June 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

SYDNEY:
International Catering Trade Fair—4-8 July 1976
Joint venture with London Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

GOTHENBURG:
Hotel and Restaurant Exhibition (Interfood-Interrest '76)—5-8 October 1976
Joint venture with London Chamber of Commerce.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

USSR—BAKU:
Machines and Equipment and Instruments for Food Canning and Wine Industries (Vinkonservmash '76)—14-24 October 1976
Joint venture with the Process Plant Association.
(L. Devine, Ext. 7213)
(Cut off date: passed)

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'hotel)—17-25 October 1976
Joint venture with London Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Hotel and Restaurant Trade Fair (GAST '76)—13-18 November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade
482 EEC common agricultural policy – aspects affecting exports
7174 Denmark (incl. Faroe Islands and Greenland)
423 France and overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St. Eustatius, St. Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland, Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta: Portuguese overseas territories; N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Cambodia, Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, N. Vietnam, S. Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts/Nevis/Anguilla, St. Lucia, St. Vincent, Trinidad, Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

462 Spain, Spanish Sahara, Ceuta and Melilla, Andorra
471 Ascension Island, British Indian Ocean Territory, Cyprus, Gibraltar, Sri Lanka, S. Africa (with Lesotho, Swaziland, S.W. Africa and Botswana), Somali, St. Helena, Tristan da Cunha, Maldive Islands, Malta, Mauritius, Rwanda, Seychelles
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), The People's Republic of Benin, Ethiopia and Eritrea, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Malagasy Republic, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

GENOA:
International Hotel Equipment and Catering Exhibition (Technhotel)—13-21 November 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 7.5.76)

PARIS:
International Food Exhibition (SIAL)—15-20 November 1976
Joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1977

AMSTERDAM:
International Hotel/Cafe and Restaurant Exhibition (Horecava)—10-13 January 1977
Joint venture with London Chamber of Commerce.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

NEW ORLEANS:
National Exposition for Food Processors—13-16 February 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COPENHAGEN:
4th International Food Fair and Congress—29 March-3 April 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

MUNICH:
International Bakery Trade Fair (IBA)—7-15 May 1977
Joint venture with the Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

DALLAS:
Annual Convention of the American Supermarket Institute—May 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: November 1976)

FRANKFURT:
International Meat Trade Fair (IFFA)—5-12 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.76)

CHICAGO:
National Fancy Food and Confection Show—August 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 5.7.76)

COLOGNE:
International Fine Foods and Provisions Exhibition (ANUGA)—10-15 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

DUBLIN:
International Food and Drink Equipment Exhibition (IFDEX)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

ATLANTIC CITY:
American Baking Industry Exposition (Bakery Expo '77)—8-13 October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: April 1977)

USA:
International Brewing Industries Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet known)

PARIS:
International Hotel and Catering Equipment (Equiphotel)—October 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MALMO:
8th International Hotel and Restaurent Show (RESTA VIII)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 16.12.76)

NEW YORK:
National Hotel/Motel Exposition—November 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: May 1977)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 17.5.77)

1978

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1978
Joint venture with appropriate trade association,
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—May/June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.77)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.5.77)

Footwear

1976

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint venture with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association Information Stand.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

MONTREAL:
Canadian International Footwear Exposition—29-31 August 1976
Joint venture with British Footwear Manufacturers Federation.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (MICAM)—9-13 September 1976
Joint venture with British Footwear Manufacturers Federation.
(Miss G. Goldberg, Ext. 571)
(Cut off date: passed)

PARIS:
International Leather Week—11-14 September 1976
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers Federation.
(iii) Skin, Hide and Leather Traders Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

ST. LOUIS:
Footwear Manufacturing Conference Show—16-19 September 1976
Joint venture with Shoe and Allied Traders Research Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—25-27 September 1976
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1977

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.76)

MONTREAL:
International Footwear Exhibition—August 1977
Joint venture with British Footwear Manufacturers Federation.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—
9-12 September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—
September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show
(MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.77)

ATLANTIC CITY:
Footwear Manufacturing Conference—
October 1977
Joint venture with appropriate trade association.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: 28.2.77)

1978

BOLOGNA:
International Shoe and Leather Fair—
March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.77)

DUSSELDORF:
European Samples Display (GDS)—
March 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—
9-12 September 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show
(MICAM)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.78)

Furniture, furnishings, household equipment and hardware

1976

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—
22-30 April 1976
Joint venture with British Furniture Manufacturers Federated Associations (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

MILAN:
Carpets and Furnishing Textiles Fair (STAR)—
20-24 May 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) Household Textiles Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

CHICAGO:
National Hardware Show—17-19 August 1976
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

MILAN:
International Furniture Fair—
18-23 September 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

STOCKHOLM:
International Carpet Exhibition (Golvex)—
23-26 September 1976
Joint venture with British Carpets Export Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

LYONS:
International Furniture (Meuropam) and Furnishing Accessories (Promeuropam) Exhibition—2-5 October 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
5th International Hardware Exhibition (Quojem)—3-6 October 1976
Joint ventures with:
(i) The Hardware Manufacturers Association.
(ii) The Federation of Garden and Leisure Equipment Exporters Ltd. (Gardenex).
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

If you sell in Europe—let Mundoprint help—whatever your promotional problems may be.

Are you sure your promotional material is exactly right for the export market you are attacking? Because if it isn't, your sales drive may be so much wasted effort.

Let Mundoprint help. We are international specialists in professional promotional operations, and we will get maximum returns from your budget.

Our services include design, printing, translation, copywriting, for exhibition literature, multi-lingual brochures, point-of-sale material, in all European languages.

The Mundoprint network covers the whole of Western Europe and all our services are available via the London office.

For further details send the coupon. Or contact us direct 01-839 5806.

TO: A. J. Hockley, U.K. Director,
Mundoprint BV,
17 Queen's Anne's Gate,
London SW1H 9BU
Telephone: 01-839 5806

Please send me further details about Mundoprint

NAME.....

POSITION.....

COMPANY.....

ADDRESS.....

.....

VALENCIA:
International Furniture Fair—18-24 October 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—October 1976
Joint venture with British Furniture Manufacturers Federated Associations (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

TORONTO:
International Interior Design Show—2-4 November 1976
Joint ventures with:
i(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(iii) British Furniture Manufacturers Federated Associations.
(M. J. Low, Ext. 7204)
(Cut off date: 5.5.76)

BRUSSELS:
International Furniture Show—10-15 November 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint ventures with appropriate trade associations.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

DALLAS:
Dallas Market Center Furniture Exhibition—16-21 January 1977
Joint venture with British Furniture Manufacturers Federated Associations (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

PARIS:
9th International Furniture Exhibition—20-24 January 1977
Joint ventures with:
(i) British Furniture Manufacturers Federated Associations.
(ii) Kitchen Furniture Manufacturers Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
11th International Carpet and Floor Covering Exhibition (Salon Du Tapis—20-24 January 1977
Joint venture with British Carpets Export Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—February 1977
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—14-16 February 1977
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—13-15 February 1977
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—10-13 February 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: 2nd Furniture Exhibition—5-9 April 1977
British Furniture Manufacturers' Export Club.
(J. A. Diab, Tel. 01-580 6300).
(R. King, Ext. 7317)
(Cut off date: 18.6.76)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—April 1977
Joint venture with British Furniture Manufacturers Federated Association (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—14-17 May 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textiles Fair—May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.11.76)

CHICAGO:
National Hardware Show—August 1977
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
6th International Hardware Trade Show (Quojem)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

UTRECHT:
International Furniture Exhibition—September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.2.77)

VALENCIA:
International Furniture Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. N. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

DUBLIN:
Irish Hardware and Housewares Trade Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 14.3.77)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

TORONTO:
National Interior Design Show—November 1977
joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

COLOGNE:
International Furniture Fair—January 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

PARIS:
12th International Carpet and Floor Covering Exhibition—January 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for large Household Apparatus and Electrical Appliances (Domotechnica)—February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date, not yet arranged)

COLOGNE:
International Hardware Fair—February 1978
Joint venture with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Houseware Fair—February 1978
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textile Fair—May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.11.77)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 3.2.78)

MILAN:
International Furniture Fair—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 2.1.78)

VALENCIA:
International Furniture Fair—October 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.78)

LYONS:
International Furniture (Meuropam) and Furnishing Accessories (Promeuropam) Exhibitions—October 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
7th International Hardware Trade Show (Quojem)—October 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
International Furniture Show—November 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.78)

Gas and oil extraction and distribution including offshore activities

1976

HOUSTON, TEXAS:
8th Annual Offshore Technology Conference and Exposition—3-6 May 1976
Joint venture with Association of British Oceanic Industries.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

TULSA:
International Petroleum Exposition—17-21 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

CALGARY:
National Petroleum Show—8-11 June 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

DUSSELDORF:
3rd International Congress and Exhibition for Marine Research and Marine Exploitation (Interocean)—15-19 June 1976
Joint venture with Association of British Oceanic Industries.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

STAVANGER:
'Offshore North Sea' Oil and Gas Exploitation Exhibition—21-24 September 1967
Joint venture with Association of British Oceanic Industries (Supported by the Council of British Manufacturers of Petroleum Equipment (CBMPE)).
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

HOUSTON, TEXAS:
9th Annual Offshore Technology Conference—May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: October 1976)

1978

HOUSTON:
10th Annual Offshore Technology Conference—May 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

Heating and ventilating

1976

TOKYO:
Heating, Air Conditioning and Sanitary Engineering Exhibition—27 September-1 October 1976
Joint venture with Building Materials Export Group.
Contact: Miss J. Tomlinson, Tel. 01-636 6920.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

1977

CHICAGO:
International Air Conditioning, Heating, Refrigeration Exposition—14-17 February 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

UTRECHT:
International Heating and Ventilating Exhibition—February 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext 690)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—March 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.5.76)

FRANKFURT:
9th International Santitation, Heating and Air Conditioning Exhibition ('ISH')—March 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association.
B. G. Doyle, Ext. 690)
Cut off date: passed)

1978

MILAN:
Exhibition and Congress for Heating, Ventilating. Refrigeration and Sanitary Engineering—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.5.77)

Horticulture and horticultural equipment

1976

PARIS:
Garden and Home Environment Exhibition—1-16 May 1976
Joint venture with Federation of Garden and Leisure Equipment Exporters Ltd.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

KARLSRUHE:
Trade Exhibition for Commercial Horticulture (Tecknik Im Gartenbau)—24-27 September 1976
Joint venture with Horticultural Trade Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

COLOGNE:
International Garden Trade Fair—26-28 September 1976
Joint venture with the Federation of Garden and Leisure Equipment Exporters Ltd. (Gardenex).
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

1977

COLOGNE:
International Garden Trade Fair—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1976

MEXICO CITY:
World Anaesthesiology Congress—24-30 April 1976
Joint venture with British Hospitals Export Council.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

NUREMBERG:
Exhibition for Hospital Equipment and Supplies (FAB)—18-21 May 1976
Joint venture with British Hospitals Export Council.
(Miss H. J. Archer, Ext. 7201)
(Cut of date: passed)

PARIS:
International Exhibition of Optical Goods and Materials—20-24 May 1976
Joint venture with the Federation of Manufacturing Opticians.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

BOLOGNA:
International Exhibition of Equipment and Materials for Dentists and Dental Mechanics—12-17 June 1976
Joint venture with the British Dental Trade Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

TEL AVIV:
International Rehabilitation Congress and Exhibition—13-18 June 1976
Joint venture with British Hospitals Export Council
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

AMSTERDAM:
7th European Congress of Cardiology—20-25 June 1976
Joint venture with the British Hospitals Export Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

JOHANNESBURG:
17th International Congress of Urology—25-30 July 1976
Joint venture with the British Hospitals Export Council.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

HAMBURG:
International Biochemical Congress and Exhibition (Biochemie '76)—25-31 July 1976
Joint venture with the British Laboratory Ware Association Ltd.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

CARACAS:
10th Inter American Congress of Cardiology—5-11 September 1976
Joint venture with British Hospitals Export Council
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

SYDNEY:
1st Asia and Oceania Congress of Nuclear Medicine—6-10 September 1976
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

TEL AVIV:
International Hospital Equipment Exhibition (Expo-Medical)—15-20 September 1976
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PRAGUE:
2nd European Congress of Clinical Chemistry (Clinichem)—3-8 October 1976
Joint venture with British Laboratory Ware Association.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

SYDNEY:
Hospital Equipment Exhibition—19-25 October 1976
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

MIAMI BEACH:
American Association for Respiratory Therapy Exhibition—7-10 November 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 30.4.76)

MIAMI BEACH:
Annual Scientific Session of the American Heart Association—15-18 November 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 10.5.76)

TEHRAN:
International Fair of Medical Equipment (Iran-Med)—24-30 November 1976
Joint venture with British Hospitals Export Council.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

STOCKHOLM:
Hospital '76—28 November-4 December 1976
Joint venture with British Hospitals Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

USA:
24th Congress of the Association of Operating Nurses—22-25 March 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 1.9.76)

DUSSELDORF:
20th International Dental Show—29 March-3 April 1977
Joint venture with British Dental Trade Association.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

ZAGREB:
Medicine and Medical Aids Exhibition (Interlabor)—16-20 May 1977
Joint venture with British Surgical Export Group.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

HANOVER:
International Hospital Exhibition (Interhospital '77)—7-10 June 1977
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—14-18 June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 11.8.76)

BRUSSELS:
9th International Exhibition of Medical and Hospital Equipment—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

USA:
American Society of Anaesthesiologists—October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7097)
(Cut off date: 31.3.77)

USA:
Annual Scientific Session of the American Heart Association—November 1977
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

USA:
American Association for Respiratory Therapy Exhibition—November 1977
Joint venture with appropriate trade association.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

1978

USA:
25th Congress of the Association of Operating Nurses—March 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

Jewellery and giftware

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—24-April-3 May 1976
Joint venture with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—11-16 June 1976
Joint venture with British Premium Merchandise Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Fair—24-28 July 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
Gift Show—15-20 August 1976
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

LOS ANGELES:
Pacific Jewellery Show—21-23 August 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

PARIS:
62nd Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—5-13 September 1976
Joint venture with British Jewellery and Giftware Federation.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

NEW YORK:
Gift Show—February 1977
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Fair—February 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: British Jewellery and Giftware Exhibition—1-5 March 1977
Sponsored by British Jewellery and Giftware Federation.
Contact: C. J. O. Webb, Esq., Tel. 01-606 0871.
(Miss R. Allen, Ext. 360)
(Cut off date: 23.4.76)

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—23 April-2 May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

PARIS:
The Business Gifts Fair—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Show—July 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES
Pacific Jewellery Show—August 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1977
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

Laundry and allied services

1978

TORONTO:
Canadian Launderers and Dry Cleaners Show and Car Wash Exposition—3-5 October 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 1.4.78)

Leather, leather goods and fur

1976

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint venture with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association Information Stand.
(Miss H. J. Archer, ext. 7201)
(Cut off date: passed)

PARIS:
International Leather Week—11-14 September 1976
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers' Federation.
(iii) Skin, Hide and Leather Traders Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (MICAM)—9-13 September 1976
Joint venture with British Footwear Manufacturers Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

1977

NEW YORK:
Leather and Allied Industries Exposition—April 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—9-12 September 1977
Joint ventures with appropriate trade associations.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.77)

1978

PARIS:
International Leather Week—9-12 September 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.78)

Motor vehicles, motor cycles and cycles

1976

LOS ANGELES:
Imported Automobile Show—7-16 May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

COLOGNE:
International Bicycle and Motorcycle Exhibition (IFMA)—18-22 September 1976
Joint venture with CMCA Service Co. Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—25-29 September 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(B. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Motor Exhibition—7-17 October 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

LAS VEGAS:
Automotive Parts and Accessories Association (APAA) Show—19-21 October 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

HAMBURG:
International Transport Exhibition (TAI '76)—16-20 November 1976
Joint venture with Birmingham Chamber of Commerce.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1977

MONTREAL:
International Motor Show—January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.12.76)

ANAHEIM:
Motor Cycle and Accessory Trade Show—4-6 February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—28 February-3 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 31.7.76)

TORONTO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 10.1.77)

NEW YORK:
International Cycle Show—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.77)

ZURICH:
International Cycle and Motorcycle Exhibition—February/March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 3.6.76)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.8.76)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (Aßto '77)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

MALMO:
Motor Show—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: Automobile Accessories and Components Exhibition—10-14 May 1977
Sponsored by Society of Motor Manufacturers and Traders Ltd.
Contact: B. Whitelaw, Tel. 01-235 7000.
(R. King, Ext. 7317)
(Cut off date: 23.7.76)

LOS ANGELES:
Imported Automobile Show—May 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.77)

FRANKFURT:
International Motor Show—8-18 September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Motor Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

CHICAGO:
Automotive Parts and Accessories Association Show (APAA)—15-17 November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: May 1977)

MILAN:
International Cycle and Motor Cycle Exhibition —November 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.5.77)

1978

MONTREAL:
International Motor Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.12.77)

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

TORONTO:
Automobile Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.78)

NEW YORK:
International Cycle Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Automobile Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.78)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.77)

LOS ANGELES:
Imported Automobile Show—May 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.78)

CHICAGO:
Automotive Parts and Accessories Association Show (APAA)—17-19 October 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.5.78)

TURIN:
International Motor Show (Accessories)—November 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 28.2.78)

Music and musical instruments

1976

CHICAGO:
National Association of Music Merchants Show —25-29 June 1976
Joint venture with Association of Musical Instruments Industries.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

NEW ORLEANS:
International Musexpo '76—8-11 September 1976
Joint venture with:
(i) Music Publishers Association.
(ii) British Phonographic Industry.
(M. J. Low, Ext. 7204)
(Cut off date: 7.5.76)

1977

CANNES:
11th International Record and Music Publishing Market (MIDEM)—January 1977
Joint ventures with the appropriate trade associations.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
National Association of Music Merchants Show—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

1978

CANNES:
12th International Record and Music Publishing Market (MIDEM)—January 1978
Joint ventures with appropriate trade associations.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
National Association of Music Merchants Show—June 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Office machinery and equipment

1976

PARIS:
27th International Business Machines and Office Equipment Exhibition (SICOB)—23 September-1 October 1976
Joint venture with Business Equipment Trade Association.
(R. E. Newton, Ext. 7205)
(Cut off date: 30.4.76)

CHICAGO:
National Office Products Association Show—8-10 October 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—18-23 October 1976
Joint venture with Business Equipment Trade Association.
(A. E. Reid, Ext. 604)
(Cut off date: 30.4.76)

COLOGNE:
International Office Trade Fair—19-24 October 1976
Joint venture with Business Equipment Trade Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

CHICAGO:
National Office Products Association Show—28 September-2 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

PARIS:
28th International Business Machines and Office Equipment Exhibition (SICOB)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and Their Application (Systems '77)—17-21 October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1978

PARIS:
29th International Business Machines and Office Equipment Exhibition (SICOB)—September 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1976

UTRECHT:
International Packaging Exhibition (Macropak) —10-15 May 1976
Joint venture with Institute of Packaging.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76) —31 May-4 June 1976
Joint venture with British Printing Machinery Association.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

TEHRAN:
International Fair of Packaging (Iran-Pack)—23-28 June 1976
Joint venture with Institute of Packaging.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TOKYO:
Tokyo Pack '76 (The 6th Tokyo International Packaging Exhibition)—3-8 September 1976
Joint venture with Institute of Packaging.
(R. King, Ext. 7317)
(Cut off date: passed)

GOTHENBURG:
International Packaging Exhibition (Scanpack)—19-24 October 1976
Joint venture with Institute of Packaging.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

CHICAGO:
National Packaging Week—25-29 October 1976
Joint venture with Institute of Packaging.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

PARIS:
22nd International Packaging Exhibition—15-20 November 1976
Joint venture with Institute of Packaging.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

HAMBURG:
International Transport Exhibition (TAI '76)—16-20 November 1976
Joint venture with Birmingham Chamber of Commerce.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1978

DUSSELDORF:
International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack)—8-14 June 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
23rd International Packaging Exhibition—November 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Photographic equipment

1976

CHICAGO:
National Microfilm Association Annual Convention Exposition—27-30 April 1976
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Photographic Processing and Enlarging Equipment—18-22 May 1976
Sponsored by British Photographic Export Group.
Contact: R. Saunders, Tel. 89 33372.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

HELSINKI:
Congress and Exhibition of Photogrammetry—11-23 July 1976
Joint venture with British Photographic Manufacturers Association Ltd.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

COLOGNE:
World Fair of Photography (Photokina)—10-16 September 1976
Joint venture with British Photographic Export Group.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

USA:
National Microfilm Association Annual Convention Exposition—May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 15.11.76)

PARIS:
International Photographic, Cinema and Optical Exhibition—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

1978

USA:
National Microfilm Association Annual Convention Exposition—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

Pottery and glassware

1977

ATLANTIC CITY:
China and Glass Show—January 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Joint venture with British Printing Machinery Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

NEW YORK:
Stationery Show—16-19 May 1976
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76)—31 May-4 June 1976
Joint venture with British Printing Machinery Association.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

1977

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—March 1977
Joint venture with appropriate trade association.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

NEW YORK:
Stationery Show—May 1977
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

DUSSELDORF:
International Printing Machinery Exhibition (DRUPA '77)—3-16 June 1977
Joint venture with British Printing Machinery Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1978

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—1978
Joint venture with appropriate trade association.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1976

PARIS:
6th International Exhibition of Measurement Control Regulation and Automation (Mesucora)—10-17 June 1976
Joint venture with SIRA Institute Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association Ltd.
and assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

CANNES:
8th International Exhibition and Conference on Non-Destructive Testing—6-10 September 1976
Joint venture with British Institute of Non-Destructive Testing.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

FLS
foreign language services ltd.
the farsi & arabic translation specialists from the midlands
midland bank chambers, market square, stafford.
telephone: 0785–55067/8 telex: 36247

NEW YORK:
Electro-Optics/Laser Conference and Exhibition—14-16 September 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 30.4.76)

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—5-8 October 1976
Joint venture with SIRA Institute.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

GENEVA:
British Exhibition of Measurement, Control and Automation Equipment at CERN—11-15 October 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1977

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy—March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.9.76)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—3-8 April 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.10.76)

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '77)—7-10 June 1977
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.12.76)

PARIS:
Laboratory Exhibition—December 1977
Joint venture with British Laboratory Ware Association.
(R. E. Newton, Ext. 7205)
(Cut off date: 14.2.77)

1978

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

ANAHEIM:
Federation of American Societies of Experimental Biology and Conference—April 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

BASLE:
International Nuclear Industries Fair (Nuclex)—October 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.77)

Ships and boats

1976

ATHENS:
International Shipping Exhibition (Posidonia)—7-12 June 1976
Joint ventures with:
(i) Shipbuilders and Repairers National Association.
(ii) British Marine Equipment Council.
(Miss H. Goldberg, Ext. 571)
(Cut off duty: passed)

CHICAGO:
Marine Trades Exhibition and Conference—30 September-3 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

ANNAPOLIS:
United States Sailboat Show—7-11 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

HAMBURG:
EMTEC and International Boat Show—14-24 October 1976
Joint venture with Ship and Boat Builders National Federation.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

GENOA:
International Boat Show—15-25 October 1976
Joint venture with Ship and Boat Builders National Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

LONG BEACH:
SCMA Sailboat Show—22-31 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

COPENHAGEN:
Boat Show—6-14 November 1976
Joint venture with Ship and Boat Builders National Federation.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—9-13 November 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 30.4.76)

1977

DUSSELDORF:
International Boat Show—22-30 January 1977
Joint venture with Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

PARIS:
International Pleasure Boat Exhibition—January 1977
Joint venture with Ship and Boat Builders National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 28.5.76)

GOTHENBURG:
International Boat Show—4-13 February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

STOCKHOLM:
International Boat Show—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

AMSTERDAM:
HISWA Sail and Power Boat Show—March 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 30.8.76)

OSLO:
International Shipping Exhibition (Nor Shipping '77)—9-14 May 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: 1.10.76)

CHICAGO:
Marine Trades Exhibition and Conference—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.3.77)

LONG BEACH:
SCMA Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

HAMBURG:
EMTEC and International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1978

TORONTO:
International Boat Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.7.77)

DUSSELDORF:
International Boat Show—January 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Pleasure Boat Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.7.77)

CHICAGO:
Marine Trades Exhibition and Conference—September 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

LONG BEACH:
SCMA Sailboat Show—October 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.3.78)

Sports goods and camping equipment, including caravans

1976

SINGAPORE:
International Exhibition of Sports, Recreation and Leisure Goods (Sporex '76)—14-18 August 1976
Joint venture with appropriate trade association.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—26-28 September 1976
Joint ventures with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trade Association of Great Britain.
(iii) Leisure and Outdoor Furniture Association.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

1977

CHICAGO:
National Sporting Goods Association Show—3-6 February 1977
Joint venture with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trades Association of Great Britain Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with appropriate trade association
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—November 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1978

CHICAGO:
National Sporting Goods Association Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Textiles and textile machinery

1976

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—18-21 May 1976
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

MOSCOW:
Equipment and Technological Processes in Light Industry (Intlegmash)—25 May-8 June 1976
Joint venture with British Textile Machinery Organisation.
(L. Devine, Ext. 7213)
(Cut off date: passed)

ATLANTA:
Bobbin Show—15-17 September 1976
Joint venture with Clothing Institute.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

GREENVILLE:
Textile Machinery Show (ATME-1)—21-29 October 1976
Joint venture with British Textile Machinery Organisation.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with Institute of Clothing.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—23-36 November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Knitting Arts Exhibition—25-30 April 1977
Joint venture with British Textile Machinery Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.10.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (Fenit)—10-18 September 1977
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

ATLANTA:
Bobbin Show—September 1977
Joint venture with Clothing Institute.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet known)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1977

NEW YORK:
American Toy Fair—February 1977
Joint venture with British Toy Manufacturers Association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

NUREMBERG:
International Toy Fair—February 1977
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

1978

NEW YORK:
American Toy Fair—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Watches and clocks

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—24 April-3 May 1976
Joint ventures with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PARIS:
62nd Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—5-13 September 1976
Joint venture with British Jewellery and Giftware Federation.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—25 April-2 May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

1978

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1976

AMSTERDAM:
International Exhibition for the Treatment, Storage and use of Water (Aquatech)—13-17 September 1976
Joint venture with City of Westminster Chamber of Commerce.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

MELBOURNE:
Environment '76—8-13 October 1976
Joint venture with Building Centre Group.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

DUSSLEDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB)—13-16 October 1976
Joint venture with City of Westminster Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 24.5.76)

MILAN:
Antipollution Exhibition—26-30 October 1976
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.4.76)

1977

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—7-12 February 1977
Joint venture with National Society for Clean Air (in conjunction with Sira Institute).
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.6.76)

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 30.11.76)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—10-13 May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

TORONTO:
7th Annual Meeting and Exhibition of the Air Pollution Control Association—20-23 June 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1976)

USA:
13th Annual Convention of the Solid Waste Management Association.—June 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
Cut off date: January 1977)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1976 is now complete. The programme of exhibitions for 1977 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions April 1976 - May 1977

Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by the Society of British Aerospace Companies.
(Contact: P. Kidson, Tel. 01-839 3231)
(R. King, Ext. 7317)
(Cut off date: passed)

Photographic Processing and Enlarging Equipment Exhibition—18-22 May 1976
Sponsored by the British Photographic Export Group.
(Contact: R. Saunders, Tel. 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Garden Equipment Exhibition—15-19 June 1976
Sponsored by Gardenex.
(Contact: Mrs. Y. Slade, Tel. Hungerford 2532)
(R. King, Ext. 7317)
(Cut off date: passed)

Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
(Contact: A. J. R. Terenzani, Tel. 01-734 7471)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Pipeline and Metal Finishing Equipment Exhibition—19-23 October 1976
Sponsored by Engineering Industries Association.
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(R. King, Ext. 7317)
(Cut off date: passed)

2nd Sports and Leisure Goods Exhibition—16-20 November 1976
Sponsored by Camping Trade Association.
(Contact: R. Saunders, Tel. 89-32529)
(R. King, Ext. 7317)
(Cut off date: passed)

Oceanics Exhibition—1-5 February 1977
Sponsored by the Association of British Oceanic Industries.
(Contact: M. Armstrong, Tel. 01-839 4089)
(Miss R. Allen, Ext. 360)
(Cut off date: 16.4.76)

Medical Equipment Exhibition—15-19 February 1977
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: passed)

Automobile Accessories and Components Exhibition—10-14 May 1977
Sponsored by the Society of Motor Manufacturers and Traders
(Contact: B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut-off date: 23.7.76)

Metrology and Tooling Exhibition—15-19 March 1977
Sponsored by Gauge and Tool Manufacturers' Association.
(Contact: T. E. Williams, Tel. High Wycombe 444645)
(R. King, Ext. 7317)
(Cut-off date: 1.6.76)

2nd Furniture Exhibition—5-9 April 1977
Sponsored by the British Furniture Manufacturers' Federated Associations.
(Contact: J. A. Diab, Tel. 01-580 6300)
(Miss R. Allen, Ext. 360)
(Cut-off date: 18.6.76)

Jewellery and Giftware Exhibition—1-5 March 1977
Sponsored by the British Jewellery and Giftware Federation.
(Contact: C. J. O. Webb, Tel. 01-606 0871)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro-Aqua)—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Other specialised fairs

1976

CINCINNATI:
American Ceramic Society—3-5 May 1976
Joint venture with the British Ceramic Plant and Machinery Manufacturers Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

NEW YORK:
National Premium Show—3-6 May 1976
Joint venture with British Premium Merchandise Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DETROIT:
American Mining Congress and Coal Show—10-13 May 1976
Joint venture with Association of British Mining Equipment Exporters.
(M. D. Seymour, Ext. 265)
Cut off date: passed)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with the Pet Trades Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

AMSTERDAM:
2nd International Hovering Craft, Hydrofoil and Advanced Transit Systems Conference and Exhibition—17-20 May 1976
Joint venture with Westminster Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

DUSSELDORF:
9th World Mining Congress—22-29 May 1976
Joint venture with Association of British Mining Equipment Exporters.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

SYDNEY:
7th International Coal Preparation Congress—23-28 May 1976
Joint venture with Coal Preparation Plant Association.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

PHILADELPHIA:
Interphil 1976—29 May-6 June 1976
Joint venture with Philatelic Traders Society.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

LJUBLJANA:
International Timber Fair—7-12 June 1976
Joint venture with Machine Tool Trades Association.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

KNOXVILLE:
Annual Exhibition of Educational Resources—13-17 June 1976
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Garden Equipment Exhibition—15-19 June 1976
Sponsored by Gardenex.
Contact: Mrs. Y. Slade, Tel. Hungerford 2532.
(R. King, Ext. 7317)
(Cut off date: passed)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with Fine Arts and Antiques Export Committee.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Joint venture with Birmingham Chamber of Commerce.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

HAMBURG:
International Biochemical Congress and Exhibition (Biochemie '76)—25-31 July 1976
Joint venture with British Laboratory Ware Association Ltd.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

JAPAN business or pleasure

Individuals or Groups of any size, Trade Missions, Study Tours, Technical Visits, Conventions, International Conferences, Trade Fairs, Incentive Travel Arrangements, or simply Sightseeing.

REGULAR DEPARTURES BY SCHEDULED AIRLINES

Write or phone

MIKI TRAVEL AGENCY
Japan Travel Specialists
95 St. Paul's Churchyard
London EC4M 8DY
Tel.: 01-248 2020
Telex: 886080

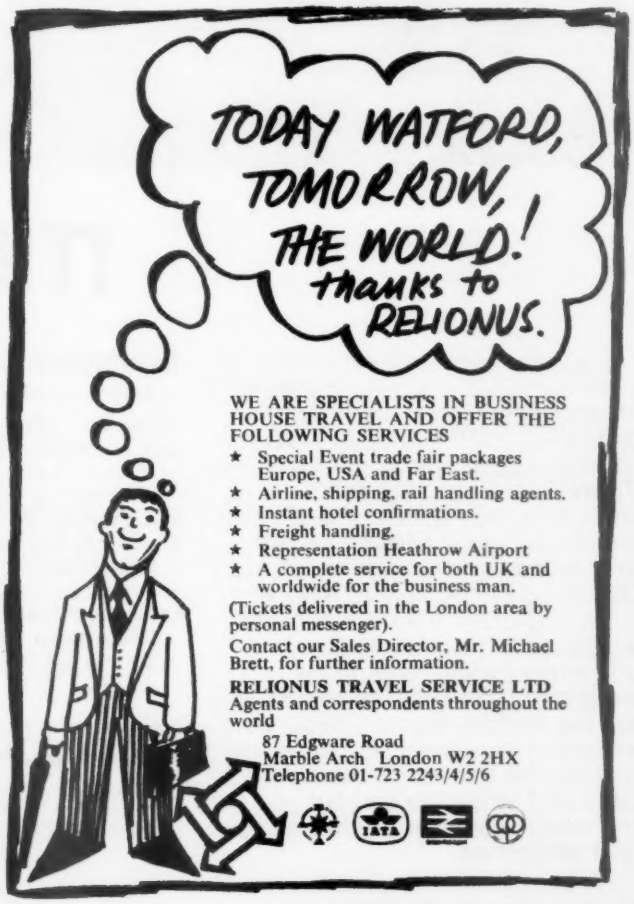
Everything you need for a Business Tour—HOTELS, CARS, TRANSPORT, AIR RESERVATIONS, RAIL TICKETS within JAPAN, SECRETARIAL/TRANSLATING SERVICES—can be Planned, Prepared, Confirmed and Paid for in the U.K.

MONEY SAVER FOR TRADE MISSIONS

Special Reduced Group Fares apply to Organised Parties of not less than 15 adult passengers travelling together to and from Japan in Economy Class—and we can offer a 13 day programme for an All-inclusive Price ranging from

£416.00 per person

Plan your Itinerary with **MIKI—JAPAN BUSINESS TRIP AND HOLIDAY PLANNER—FREE** on request.
& Guide to Japan



WE ARE SPECIALISTS IN BUSINESS HOUSE TRAVEL AND OFFER THE FOLLOWING SERVICES

- ★ Special Event trade fair packages Europe, USA and Far East.
- ★ Airline, shipping, rail handling agents.
- ★ Instant hotel confirmations.
- ★ Freight handling.
- ★ Representation Heathrow Airport
- ★ A complete service for both UK and worldwide for the business man.

(Tickets delivered in the London area by personal messenger).

Contact our Sales Director, Mr. Michael Brett, for further information.

RELIONUS TRAVEL SERVICE LTD
Agents and correspondents throughout the world

87 Edgware Road
Marble Arch London W2 2HX
Telephone 01-723 2243/4/5/6

ITF exhibitions put

We have organised exhibitions all over the world, from Bucharest to Buenos Aires, from São Paulo to Shanghai, from Mexico to Moscow – in recent years the British Overseas Trade Board has engaged us to mount on their behalf, major British events in Peking, Bilbao, Jakarta and Kuala Lumpur. Caracas is next. Our geographical spread is wide!

Up and down Britain, too, trade associations trust our judgement and experience in organising exhibitions that produce results. We are the world's largest independent exhibition organiser, with expertise that can be applied to exhibitions large and small. We can put you on the map – wherever you want to be. Just contact us.

Exhibitions organised by ITF 1976

Iphex 76 – International Pneumatics and Hydraulics Exhibition 3–7 May, National Exhibition Centre, Birmingham

IEA/Electrex 76 – International Electrical, Electronic and Instrument Exhibition 3–7 May, National Exhibition Centre, Birmingham

Offshore Wales Exhibition and Conference 24–28 May, Sophia Gardens, Cardiff

International Laundry Cleaning Equipment and Services Exhibition 17–24 June, National Exhibition Centre, Birmingham

MAB 76 – International Fashion Fair 5–8 September, National Exhibition Centre, Birmingham

Northern Floor Coverings Fair, 7–10 September, Exhibition Centre, Harrogate

Electronic Instruments Exhibition 21–23 September, Bloomsbury Centre, London

INDUSTRIAL AND TRADE FAIRS

Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG Te
Cables: Indatfa Sol London Office: 9 Argyll Street, London W1V 2HA Telephone: 0

ut you on the map.

Electronic Instruments Exhibition 28–30 September, Grosvenor Centre, Edinburgh
London International Footwear Fair 3–6 October Olympia, London
Birmingham International Ideal Home Exhibition 14–30 October, National Exhibition Centre, Birmingham
2nd Offshore International Exhibition and Conference 7–10 December, National Exhibition Centre, Birmingham

1977

Imbex 77 – International Men's and Boys' Wear Exhibition 28 February–3 March, Earls Court, London
Labex International 77 7–11 March, National Exhibition Centre, Birmingham
Pakex 77 – International Packaging Exhibition 14–18 March, National Exhibition Centre, Birmingham
British Industrial Exhibition Caracas, Venezuela 15–24 March
International Mechanical Handling Exhibition 16–21 May, National Exhibition Centre, Birmingham
London Electronic Component Show 17–20 May, Olympia, London
MAB 77 – International Fashion Fair 4–7 September, National Exhibition Centre, Birmingham
Interplas 77 – The International Plastics and Rubber Exhibition in Europe for 1977. 15–23 September, National Exhibition Centre, Birmingham

RS HOLDINGS LTD.

BG Telephone: 021-705 6707 Telex: 337073.
one: 01-437 1622.

MEMBER

Member aeo Association of Exhibition Organisers

TRONDHEIM:
6th International Fisheries Fair (Nor Fishing '76) —9-15 August 1976
Joint venture with London Chamber of Commerce and Industry.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

SAO PAULO:
International Education Equipment Exhibition (Didamerica)—13-22 August 1976
Joint venture with:
(i) Industrial Council for Education and Training Technology Ltd.
(ii) The Association of British Manufacturers Photographic Cine Audio-Visual Equipment
(iii) British Educational Equipment Association.
(vi) Book Development Council.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

COPENHAGEN:
International Stamp Exhibition (Hafnia '76)— 20-29 August 1976
Joint venture with Philatelic Traders Society.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—18-22 September 1976
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Birmingham Chamber of Industry and Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

SAN ANTONIO:
International Association of Firechiefs Annual Conference—19-23 September 1976
Joint venture with London Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

BASLE:
2nd International Knitting Machinery Exhibition —21-25 September 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

MIAMI:
International Association of Chiefs of Police Convention—26-29 September 1976
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext 7097)
(Cut off date: passed)

STOCKHOLM:
International Micrographic Congress and Exhibition—28 September-6 October 1976
Joint venture with Business Equipment Trade Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

CHICAGO:
Annual Convention and Exhibition of the Wire Association of America—4-8 October 1976
Joint venture with Wire Machinery Association.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: passed)

DUSSELDORF:
4th International Fair for Industry, Trade and Handicraft (Glas '76)—7-10 October 1976
Joint venture with Glass Manufacturers Federation.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB)—13-16 October 1976
Joint venture with City of Westminster Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 24.5.76)

MILAN:
International Stamp Exhibition— 14-24 October 1976
Joint venture with Philatelic Traders Society Ltd.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.4.76)

ESSEN:
International Security and Police Equipment Exhibition (Safety '76)—19-22 October 1976
Joint venture with London Chamber of Commerce and Industry.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

AMSTERDAM:
Metal Finishing Exhibition (Interfinish Vom)— 25-29 October 1976
Joint venture with the London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 17.5.76)

HAMBURG:
International Transport Exhibition (TAI '76)— 16-20 November 1976
Joint venture with Birmingham Chamber of Commerce.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

ZURICH:
International Sheet Metal Exhibition and Conference—16-20 November 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. H. Neeson, Ext. 7092)
(Cut off date: passed)

COPENHAGEN:
International Fair for Machine Tools and Tools (Intertool)—23-26 November 1976
Joint venture with Birmingham Engineering and Building Centre.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess 76)— 30 November-4 December 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: Passed)

1977

ANAHEIM:
National Audio—Visual Convention and Exhibition—13-18 January 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date- 1.6.76)

TOKYO:
British Export Marketing Centre Oceanics Exhibition—1-5 February 1977
Sponsored by Association of British Oceanic Industries.
Contact: M. Armstrong, Tel. 01-839 4089
(Miss R. Allen, Ext. 360)
(Cut off date: Passed)

ESSEN:
International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana 77)—2-7 March 1977
Joint venture with appropriate trade association
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

CHICAGO:
Railway Engineering-Maintenance Suppliers Association Exhibition (REMSA)— 29-31 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

TORONTO:
Canadian Education Showplace—March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.9.76)

USA:
Educational Communications and Technology National Convention and Exhibition— March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

WASHINGTON:
National Fire Protection Association Fire Safety Exhibition—16-20 May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: November 1976)

PARIS:
International Pet Trade Fair—May 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
National Premium Show—May 1977
Joint venture with British Premium Merchandise Association.
(M. J. Low, Ext. 7204)
(Cut off date: Not yet arranged)

PARIS:
6th International Surface Treatment and Industrial Finishing Exhibition—May 1977
Joint venture with Birmingham Engineering and Building Centre
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.7.76)

WENTMORE SHIPPING & HAULAGE LIMITED
INTERNATIONAL SHIPPING and FORWARDING • GROUPAGES & FULL LOADS TO ALL COUNTRIES
UNIT 29, RIVERSIDE WORKS, HERTFORD ROAD, BARKING, ESSEX. 01-594 9416/9 Telex 897893

USA:
American Ceramic Society—May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.12.76)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.12.76)

CHICAGO:
International Security Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.12.76)

PIACENZA:
Button Exhibition—May/June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

STUTTGART:
International Shutter and Blinds Fair (R 77)—9-12 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

USA:
Annual Exhibition of Education Resources—June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 31.12.76)

USA:
National Material Handling Show—June 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.11.76)

SCHERBINKA:
2nd International 'Rail Transport '77' Exhibition—July 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

DUBLIN:
International Education and Training Exhibition and Conference (ETEX)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

UTRECHT:
International Security Exhibition 'Safety'—Autumn 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

BOSTON:
Annual Convention and Exhibition of the Wire Association of America—17-22 October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

STRASBOURG:
7th International Market for European Sub-Contracting (Midest)—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Jointventure with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1978

USA:
National Material Handling Show—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
National Audio—Visual Convention and Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

TORONTO:
Canadian Education Showplace—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

USA:
Educational Communications and Technology National Convention and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—June 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.78)

ZURICH:
International Sheet Metal Exhibition and Conference—November 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.2.78)

Who on earth is Disney Display?

☐ TORONTO CANADA

We're a great comfort for exhibitors. Ask them. They're our clients. International companies and governments, who exhibit throughout the world. We're specialists in design and construction of exhibits and displays. We also store, rent, transport, refurbish, relocate and install them.

Our complete professional planning will keep you informed... when you're a long way from home, that's a comfort.

Export, import, shipping, insurance and regulations; the care and attention we provide is selfish really, because your exhibit, in our hands, is the one nice way we can exhibit ourselves.

Disney Display, servicing all major Canadian and U.S. cities.

☐ VANCOUVER
☐ LOS ANGELES
☐ NEW YORK
☐ HOUSTON
☐ MONTREAL

☐ EUROPE
☐ LONDON
☐ SOUTH AMERICA
☐ REPUBLIC OF ROMANIA
☐ TOKYO
☐ MEXICO

DISNEY DISPLAY

Disney Display 952 Queen Street West, Toronto, Canada M6J 1G8
Telephone (416) 533-7911 Telex 06-23532
A division of Intex Trade and Consumer Shows Limited.

British shopping weeks and store promotions

1976

Shopping weeks

Belgium

HASSELT, 3-11 September 1976
British Shopping Week.
(Miss J. M. Neeson, Ext. 7092)

Italy

FLORENCE, 13-21 November 1976
Consumer goods promotion.
(Miss H. Goldberg, Ext. 571)

Netherlands

ROTTERDAM, 19-28 May 1976
British Fortnight.
Consumer promotion by the Lijnbaan Retailers' Association.
Contact: Mr. A. C. A. Van Der Loo, Het Huis Van St. Eloy, Lijnbaan 69, Rotterdam.
(B. G. Doyle, Ext. 690)

Store promotions

Belgium

6-18 May 1976
Sarma-Penney Ltd.,
Nine Stores. Promotion will feature food and drink.
(Miss J. M. Neeson, Ext. 7092)

Japan

OSAKA, mid-October 1976
Hankyu department store.
UK inquiries: Booker Export Services Ltd., The Adelphi, John Adam Street, London W.C.2 (Tel. 01-930 4041).
(Miss R. Allen, Ext. 360)

Luxembourg

23-30 April 1976
'Concorde' Shopping Centre promotion featuring food, toys, clothing, furniture.
(Miss J. M. Neeson, Ext. 7092)

Netherlands

THE HAGUE, 1-22 September 1976
Pander NV.
(B. G. Doyle, Ext. 690)

Italy

NAPLES, 15-30 October 1976
London House, Promotion will feature high quality menswear.
(Miss H. Goldberg, Ext. 571)

Switzerland

GENEVA, 18 September-2 October 1976
Unipraille Sa. Promotion will feature foodstuffs, knitwear, furniture, giftware and hardware.
(Miss J. M. Neeson, Ext. 7092)

Missions

Inward missions

1976

Overseas Visitor's Bureau contact for general enquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, Ext. 463

Already Arranged

France May 1976
Woollen Textiles
National Wool Textile Export Corporation
(Contact: G. Richardson, Tel. 0274-24235/6)

W. Germany May 1976
Nuclear Medical Equipment
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

Egypt May 1976
Building Materials
Building Centre
(Contact: W. Bridge, Tel. 01-637 1022)

Romania May 1976
Machine Tools
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Denmark May 1976
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Middle East May 1976
Brewery Equipment
Allied Brewery Trades Association.
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

Global June 1976
Civil Mobile Radio Communication
Electronic Engineering Association
(Contact: F. Sherry, Tel. 01-437 0678)

Global June 1976
Civil, Public and Private Telecommunications
Telecommunication Engineering and Manufacturing Association
(Contact: C. L. Metcalfe, Tel. 01-828 7965)

Global June 1976
Defence Communications
Ministry of Defence
(Contact: Col. Griffin, Tel. 01-218 3105)

Global June 1976
Civil Fixed Radio Communications
Electronic Engineering Association
(Contact: F. Sherry, Tel. 01-437 0678)

Malaysia—Singapore June-July 1976
Hand Tools
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

Global September 1976
Yachting journalists
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)

Austria October 1976
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Lebanon Dates to be agreed
Scientific Instrument Manufacturers' Association
(Contact: W. Barrett, Tel. 01-727 2614)

Brazil Dates to be agreed
Railway equipment
Railway Industries Association
(Contact: G. Curry, Tel. 01-834 1426)

India Dates to be agreed
Mining equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Under Consideration

W. Europe May 1976
National Wood Textile Export Corporation
(Contact: G. Richardson, Tel 0274 24235)

Korea May 1976
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Cuba May 1976
Project Management and Engineering Contracting
(BOTB: J. Kerslake, Tel. 248 5757 Ext. 685)

USSR June/July 1976
Hospital Equipment
British Hospital Export Council
(Contact: J. Harris, Tel. 01-262 2641)

Global July 1976
Livestock
Red Poll Cattle Society
(Contact: W. Dunnaway, Tel. 0522 22730)

Singapore September 1976
Building Materials
Building Centre
(Contact: W. Bridge, Tel. 01-637 1022)

Belgium September 1976
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

South Korea November 1976
Construction Equipment
Federation of Manufacturers of Construction Equipment and Cranes
(Contact: D. R. Barrell Tel. 353 3020)

W. Germany November/December 1976
Brewery Equipment
Allied Brewery Traders Association.
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

South Africa Dates to be agreed
Construction Equipment
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

South Africa
Machine Tools
Machine Tool Trades Association.
(Contact: D. Bromige, Tel. 01-402 6671)

W. Germany
Mechanical Handling Equipment
Mechanical Handling Engineering Association
(Contact: E. B. Goldsmith, Tel. 01-863 9188)

W. Germany
Computer Software
Computer Services Association
(Contact: Miss D. Kirby, Tel. 01-404 2172)

Israel
Hospital Equipment
British Hospital Export Council
(Contact: J. Harris, Tel. 01-262 2641)

Brazil
Machine Tools

Spain
Finance and Banking
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

Iran
Commodity Services
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

Poland
Automated Draughting Equipment
(BOTB: G. P. Foden, Tel. 01-248 5757 Ext. 441)

Europe
Domestic Furniture
Council for Small Industries in Rural Areas
(Contact: R. C. Neve, Tel. 07476 2423)

Netherlands
Hand Tools
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

S. Africa
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Outward missions

Africa

1976

South Africa 18 April-8 May 1976
Scottish Council Development and Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

South Africa 1-15 May 1976
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Nigeria 3-15 May 1976
(Contractors Plant Mission)
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 16-28 May 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181/2)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

South Africa 22 May-12 June 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Nigeria 24 May-5 June 1976
Agricultural Engineers Association.
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 12-30 June 1976
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30401)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Ghana, Ivory Coast 18-30 June 1976
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Nigeria 20-30 June 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 31 July-21 August 1976
North of England Development Council
(Contact: Mr. A Wilson, Tel. Stockton-on-Tees 612525)
FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 30.4.76)

South Africa, Kenya
28 August-18 September 1976
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 28.5.76)

South Africa 11-25 September 1976
Birmingham Chamber of Commerce and Industry
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 11.6.76)

South Africa 25 September-16 October 1976
Nottingham Chamber of Commerce
(Contact: N. J. C. Hough, Tel. Nottingham 45678)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 25.6.76)

Kenya September 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.6.76)

Nigeria 2-16 October 1976
Westminster Chamber of Commerce.
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.5.76)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 8.7.76)

South Africa 24 October-7 November 1976
Wolverhampton Chamber of Commerce
(Contact: C. J. Gardner, Tel. Wolverhampton 20638)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 22.7.76)

Tanzania, Kenya, Malawi, Zambia
October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.7.76)

South Africa 6-20 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 6.8.76)

Nigeria and Ghana 13-28 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.7.76)

South Africa 20 November-4 December 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. J. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 20.8.76)

1977

Nigeria 20-29 January 1977
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.10.76)

South Africa 24 January-14 February 1977
Engineering Industries Association.
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 22.10.75)

Nigeria September 1977
Export Council for the Jewellery and Giftware Industries
(Contact: C. J. O. Webb, Tel. 01-686 2451)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.77)

South Africa 5-19 November 1977
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 5.8.77)

Americas, including the Caribbean

1976

USA 23 April-8 May 1976
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact, J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA (Houston) 28 April-8 May 1976
Association of British Oceanic Industries
(Contact: H. Johnson, Tel. 01-486 1951)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: passed)

USA (Houston) 28 April-8 May 1976
London Chamber of Commerce
(Contact: T. Patching, Tel. 01-248 4444)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: passed)

USA 1-12 May 1975
London Chamber of Commerce
(Contact: A. J. Patching, Tel. 01-249 4444)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

USA and Canada (East Coast) 2-16 May 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: passed)

USA and Canada—2-12 May 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol, 37081)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

Argentina, Brazil 9-22 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Caribbean 22 May-5 June 1976
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

Venezuela, Colombia, Ecuador 29 May-14 June 1976
Birmingham Chamber of Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: H. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 5-12 June 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA 19 June-3 July 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

Brazil, Venezuela 1-25 July 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact, N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Brazil, Venezuela 13-27 August 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 14.5.76)

Brazil 22-30 August 1976
British Agricultural Export Council
(Contact: D. Knapman, Tel. 01-245 9819)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 21.5.76)

Canada, USA 5-24 September 1976
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26282)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 5.6.76)

Venezuela 6-17 September 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 6.6.76)

USA, Canada 7-17 September 1976
Briar Pipe Trade Association
(Contact: L. A. Chapuis, Tel. 01-992 0873)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 8.6.76)

USA (East Coast) 11-18 September 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 1.6.76)

Brazil, Venezuela 13 September-4 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.5.76)

Canada 18-25 September 1976
Birmingham Chamber of Industry and Commerce
(Contact: T. A. Jackson, Tel. 021-454 7171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 4.5.76)

USA 18-30 September 1976
London Chamber of Commerce
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 1.6.76)

USA, Canada 18 September-2 October 1976
Master Craftsmen's Association and Retail Export Group
(Contact: O. T. Gallaway, Tel. 01-734 4809)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 18.6.76)

USA 18 September-2 October 1976
Association of British Mining Equipment Exporters (ABMEX)
(Contact: D. A. Corker, Tel. Sheffield 21071)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: 16.6.76)

Canada 22-30 September 1976
British Food Export Council
(Contact: I. D. Harrison, Tel. 01-480 6594)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 17.6.76)

USA 25 September-8 October 1976
The Welding Institute
(Contact: J. L. Sanders, Tel. Cambridge 391162)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: 2.6.76)

USA 25 September-9 October 1976
Glasgow Chamber of Commerce
(Contact: M. Niel, Tel. 041-204 2121)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 25.6.76)

Canada, USA 25 September-9 October 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 25.6.76)

USA 29 September-12 October 1976
Ship and Boat Builders National Federation
(Contact: D. Hough, Tel. 01-405 7481)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 30.6.76)

USA, Canada September/October 1976
British Ceramic Manufacturers Federation.
(Contact: N. Nelson, Tel. 0782 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Brazil 1-15 October 1976
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.7.76)

Venezuela 4-7 October 1976
British Metalworking Plant Manufacturers Association.
(Contact: M. C. G. Man, Tel. 01-248 1543)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 2.7.76)

Venezuela 9-15 October 1976
Leicester Chamber of Commerce and Industry
(Contact: M. L. Milliard, Tel. Leicester 27171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 9.7.76)

USA 9-16 October 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 3.7.76)

USA, Canada 17-29 October 1976
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 16.7.76)

Colombia, Venezuela 24 October-6 November 1976
Gauge and Toolmakers Association
(Contact: A. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.7.76)

Guyana, Surinam October-November 1976
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.7.76)

USA, Canada (West Coast) 1-14 November 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: M D. Seymour, Ext. 265)
(Cut off date: 27.8.75)

Brazil, Venezuela 4-26 November 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 4.9.76)

Jamaica, Trinidad 6-20 November 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 7.8.76)

Canada, USA 7-15 November 1976
Agricultural Engineers Association.
(Contact: E. Lanning, Tel. 01-828 7973)
(FPB contact: Miss F. Cooleen, Ext. 7097)
(Cut off date: 1.8.76)

Peru 23 November-3 December 1976
Birmingham Chamber of Industry and Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

Venezuela 4-12 December 1976
Industrial Council Educational Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)
(FPB contact: N. J. Robinson, Ext. 7011)
(Cut off date: 31.8.76)

1977

Brazil 7-18 March 1977
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 3.12.76)

USA (South West Coast) 12-25 March 1977
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 12.12.76)

Brazil 18-25 March 1977
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 17.12.76)

Brazil 3-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.1.77)

Brazil 16-27 May 1977
Manchester Chamber of Commerce
(Contact: S. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 4.2.77)

Brazil 6-17 June 1977
Scottish Council for Development and Industry
(Contact: E. W. Frizzell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.2.77)

Brazil 20 June-1 July 1977
British Hospital Export Council
(Contact: J. Harris, Tel. 01-262 2641)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.3.77)

Brazil 15-26 August 1977
Walsall Chamber of Commerce
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.5.77)

Mexico 17-24 September 1977
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 17.7.77)

Brazil, Venezuela 15-29 October 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 15.7.77)

Mexico 23 October-1 November 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 23.7.77)

1978

Brazil, Venezuela 20 February-13 March 1978
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.11.77)

Asia (Far East)

1976

Malaysia, Australia, New Zealand
4 April-4 May 1976
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7066)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Korea, Republic of (South Korea)
24 April-1 May 1976
Scientific Instrument Manufacturers Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Malaysia and Singapore 25 April-9 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Malaysia, Singapore 14-29 May 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 31 May-12 June 1976
British Furniture Manufacturers Federated Association
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Hong Kong, Japan 31 May-16 June 1976
British Food Export Council
(Contact: I. S. Harrison, Tel 01-480 6594)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Philippines 24 June-2 July 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Singapore, Malaysia 2-17 July 1976
London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Singapore, Indonesia
27 August-11 September 1976
Leicester and Country Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 7.5.76)

Japan 6-18 September 1976
Association of Hydraulic Equipment Manufacturers
(Contact: J. Nosworthy, Tel. 01-834 0855)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 28.5.76)

Singapore, Malaysia 10-25 September 1976
Birmingham Engineering and Building Centre.
(Contact: D. W. Perkins, Tel. 021 7643 1914)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 10.6.76)

Japan, Hong Kong (Japan 13-25 September, Hong Kong 27-30 September)
13-30 September 1976
Bristol Chamber of Commerce Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 4.6.76)

Japan 20 September-2 October 1976
British Leathergoods Manufacturers Association
(Contact: J. H. Keene, Tel. 01-407 1582)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 18.6.76)

Japan 27 September-8 October 1976
Building Materials Export Group
(Contact: Miss J. Tomlinson, Tel. 01-636 6920)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 18.6.76)

Singapore, Malaysia 1-16 October 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 1.7.76)

Japan 4-16 October 1976
Edinburgh Chamber of Commerce
(Contact: D. M. Mowat, Tel. 031-225 5851)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 25.6.76)

Indonesia, Singapore 8-29 October 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 8.7.76)

Japan, Hong Kong (Japan 9-24 October, Hong Kong 25-29 October) 9-29 October 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 1.7.76)

Korea Republic of (South Korea)
11-22 October 1976
London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: R. King: Ext. 7317)
(Cut off date: 8.6.76)

Japan, Singapore (Japan 18-30 October, Singapore 1-4 November)
18 October-4 November 1976
Manchester Chamber of Commerce
(Contact: Mr. Howarth, Tel. 061-832 5574)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 9.7.76)

Japan 6-21 November 1976
Luton Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
FPB contact: R. King, Ext. 7317)
(Cut off date: 14.7.76)

Singapore 8-14 November 1976
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 30.7.76)

Japan 13-27 November 1976
Northern Ireland Chamber of Commerce.
(Contact: B. Walker, Tel. Belfast 34488)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 24.6.76)

Thailand, Hong Kong
(Thailand 15-20 November, Hong Kong 21-27 November) 15-27 November 1976
London Chamber of Commerce
(Contact: Miss D. Wright, Tel. 01-248 4444)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 13.8.76)

Japan 27 November-12 December 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 28.7.76)

Thailand and Hong Kong November 1976
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 16.8.76)

Asia (Middle East)

1976

Turkey, Iran—2-15 May 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: G. Casburn, Ext. 602)
(Cut off date: passed)

Saudi Arabia 9-20 May 1976
Westminster Chamber of Commerce
(Contact: D. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Iran 20-28 May 1976
Birmingham Engineering and Building Centre Ltd.
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Egypt, Libya 21 May-3 June 1976
Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Twice-Weekly Sailings

ANGLO-CONTINENTAL LINE *to and from* *HAMBURG*
THAMES LINE *to and from* *ROTTERDAM*
ANTWERP-THAMES LINE *to and from* *ANTWERP*

For freight rates and full details apply to: **JAMES SMITH & SONS (SHIPPING) LTD., 26 Martin Lane, London EC4R 0DS**
TELEPHONE: 01-626 3505 TELEX: 883500 TELEGRAMS: JASMISO LONDON

Iraq, Saudi Arabia, Iran 28 May-10 June 1976
British Ceramic Plant and Machinery Manufacturers Association
(Contact: C. J. Hench, Tel. Sunbury-on-Thames 83280)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Afghanistan June 1976
London Chamber of Commerce and Industry
(Contact: David R. Gray, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Egypt 3-10 July 1976
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB Contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Saudi Arabia 8-18 October 1976
South Wales Exporters Club
(Contact: H. C. Blanch, Tel. Caerphilly 885701)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 4.7.76)

Egypt 12-22 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 1.7.76)

Iran 17-26 October 1976
London Chamber of Commerce and Industry
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 4.6.76)

Saudi Arabia, Yemen Arab Republic 28 October-12 November 1976
London Chamber of Commerce
(Contact: D. R. Gray, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 2.7.76)

Dubai, Abu Dhabi, Qatar, Bahrain, Kuwait November 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Iran 3-13 December 1976
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. N. Childs, Tel. Bristol 37081)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 3.9.76)

1977

Israel 8-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Miss J. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

Australasia

1976

Australia 2-17 April 1975
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 3958)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Malaysia, Australia, New Zealand 4 April-4 May 1976
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 6-30 May 1976
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 24 May-10 June 1976
The Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 2-28 September 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 28.5.76)

Australia, New Zealand 10 September-15 October 1976
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 30.4.76)

Australia 16-30 October 1976
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 13.6.76)

New Zealand, Australia 24 October-10 November 1976
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122/3)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 20.7.76)

Australia November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 15.7.76)

Australia, New Zealand 6 November-4 December 1976
East London and South West Essex Export Club
(Contact: F. Rose, Tel. 01-599 2989)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 30.6.76)

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

1977

Australia, New Zealand April 1977
Scottish Development Agency
(Contact: W. R. V. Percy, Tel. 031-225 2846-7)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 20.12.76)

Europe

1976

Greece 23 May-2 June 1976
London Chamber of Commerce
(Contact: H. I. MacDonald, Tel. 01-248 4444)
(FPB contact: Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

USSR 10-17 July 1976
The Scottish Council Development and Industry
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 7213)
(Cut off date: 10.4.76)

USSR 19-25 September 1976
Leicester County Chamber of Commerce.
(Contact: H. L. Milliard, Tel. 0533 27171)
(FPB contact: L. Devine, Ext. 7213)
(Cut off date: 18.6.76)

Finland 10-15 October 1976
Birmingham Chamber of Commerce and Industry
(Contact: Mr. Sperryn, Tel. 021-454 6171)
(FPB contact: T. G. Webb, Ext. 7207)
(Cut off date: 2.7.76)

Yugoslavia 8-17 November 1976
Birmingham Chamber of Industry and Commerce
(Contact: Mr. Harvey, Tel. 021-454 6171)
(FPB contact: A. E. Reid, Ext. 604)
Cut off date 3.6.76)

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

ALL LANGUAGES TRANSLATED

CEDAR TRANSLATION AGENCY

52 SHAFTESBURY AVENUE, LONDON, W.1 Tel: 01-734 8862

Birmingham Office: TEMPLE HOUSE, 43-48 NEW STREET, BIRMINGHAM B2 4LH Tel: 021-643 4577

Manchester Office: 39 GEORGE STREET, MANCHESTER M1 4HQ Tel: 061-236 2321

Head Office: 27 MONTAYNE ROAD, WALTHAM CROSS, HERTS Tel: Waltham Cross (0992) 39822 and 25541

TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	**7110**	**East Germany, Middle East, North Africa, Afghanistan**	**689**
Denmark, Dusseldorf, Iceland, Norway	**225**	**Poland, Yugoslavia**	**604**
Other towns in Western Germany, Austria, Netherlands	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Cologne. Finland, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, (countries not specified above) Australia, New Zealand**	**7099**
Italy, Portugal	**7202**	**Canada, Caribbean, United States**	**7176**
Japan, Hong Kong, Republic of Korea, China	**405**	**United Kingdom**	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc., which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1976

BASLE:
Swiss Industries Fair—24 April-3 May 1976
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

VALENCIA:
International Trade Fair—May 1976
*Apply: Feria Muestrario Internacional, Apartado 476 Valencia, Spain.

PARIS:
International Trade Fair (Foire de Paris)—1-16 May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, S.W.1 (Tel. 01-235 2212).

DUBLIN:
Spring Show and Industries Fair—4-8 May 1976
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

CYPRUS:
First International (State) Fair—15 May-6 June 1976
Apply: Cyprus State Fairs Authority, PO Box 3551 (Tel. 48918-48919).

LILLE:
International Trade Fair—21-31 May 1976
Apply: Weiget Leygonie and Co. Ltd., 31-32 Kings Street, W.C.2 (Tel. 01-836 4825/9).

BORDEAUX:
International Trade Fair—22-31 May 1976
Apply: M. Moliner, BP 55 Grand Parc, 33030 Bordeaux, Cedex (Tel. 50 93 15).

PADUA:
International Padua Fair—22 May-2 June 1976
Apply: E. A. Fiera Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38.620).

BILBAO:
International Trade Fair—July 1976
* Apply: Feria Internacional de Mustras de Bilbao, Apartado 468, Bilbao 13.

MALTA:
International Trade Fair—1-15 July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

MALMO:
58th International Trade Fair (Skanemassan)—13-22 August 1976
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, 20073 Malmo 19, Sweden (Tel. 040 80030. Telex 322).

IZMIR:
International Trade Fair—20 August-29 September 1976
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London E.C.4 (Tel. 01-248 4444).

STRASBOURG:
International Trade Fair—2-13 September 1976
Apply: M. le President, Palais des Expositions 67000 Strasbourg, Wacken (Tel. 36 11 90).

UTRECHT:
International Autumn Trade Fair—5-9 September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SALONIKA:
International Trade Fair—5-19 September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

VIENNA:
International Trade Fair (Autumn)—8-12 September 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BARI:
International Levant Fair—10-20 September 1976
Apply: E. A. Fiera del Levant, 70123 Bari, Italy.

GOTHENBURG:
Consumer Goods Fair—18-26 September 1976
Apply: Svenska Massan Siftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MARSEILLES:
International Autumn Fair—24 September-4 October 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

NOVI SAD:
International Autumn Fair—25 September-3 October 1976
Apply: Novi Sad Fair, Hajduk Veljkova 11, Novi Sad (Telex 15180).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair 'Expofim'—2-11 October 1976
Apply: The Sam Black Organisation Ltd., Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

DUSSELDORF:
Capital Goods Fair for Small and Medium Sized Enterprises (IKM)—8-12 October 1976
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

LYON:
International Trade Fair—March 1977
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex (Tel. 029-384 461).

UTRECHT:
International Spring Fair—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MARSEILLES:
International Spring Fair—March 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

GRAZ:
Spring Fair—1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Trade Fair 'Foire de Paris'—April 1977
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

MILAN:
Inter. Samples Fair—April 1977
Apply: E. A. Fiera, Internazionale Milano, Largo Domodossola, 1-20145 Milano.

LILLE:
International Trade Fair—April 1977
Apply: Weiget Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

METZ:
International Industrial Goods Exhibition 'Equipex'—April 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

METZ:
International Spring Fair 'Expometz'—April 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

SAARBRÜCKEN:
International Saar Fair—April 1977
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

BASLE:
Swiss Industries Fair—23 April-2 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

VALENCIA:
International Trade Fair—May 1977
Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1977
Apply: M. Moliner, BP 55 Grand Parc, 33030 Bordeaux, Cedex (Tel. 50 93 15).

BILBAO:
International Trade Fair—July 1977
Apply: Feria Internacional de Mustras de Bilbao, Plaza de Pedroma de Basterrechea, 2 Apartado 468, Bilbao 13.

MALMO:
59th International Trade Fair (Skanemassan)—19-28 August 1977
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, Box 19015, 20073 Malmo 19, Sweden (Tel. 040 80030 (Telex 32256).

ISMIR:
International Trade Fair—August-September 1977
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

GRAZ:
Autumn Fair—1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MARSEILLES:
International Fair—Autumn 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

DIEPPE:
Franco-British Trade Fair—September 1977
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

SALONIKA:
International Trade Fair—September 1977
Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

UTRECHT:
International Autumn Trade Fair—September 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STRASBOURG:
International Trade Fair—September 1977
Apply: M. le President, Palais des Expositions, 67000 Strasbourg Wacken (Tel. 36 11 90).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

METZ:
International Autumn Fair 'Expofim'—October 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

1978

GRAZ:
Spring Fair—1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

UTRECHT:
International Trade Fair (Spring)—March 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—March 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LYON:
International Trade Fair—March 1978
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex (Tel. 029-384 461).

MILAN:
Inter. Samples Fair—April 1978
Apply: E. A. Fiera, Internazionale Milano, Largo Domodossola, 1-20145 Milano.

MARSEILLES:
International Spring Fair—April 1978
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

SAARBRÜCKEN:
International Saar Fair—April 1978
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

BASLE:
Swiss Industries Fair—15-24 April 1978
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

LILLE:
International Trade Fair—May 1978
Apply: Weiget Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1978
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

GRAZ:
Autumn Fair—1978
* Apply: The Austrian Trade Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ISMIR:
International Trade Fair—August-September 1978
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

BERLIN:
German Industries Exhibition—September 1978
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

UTRECHT:
International Trade Fair (Autumn)—September 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MARSEILLES:
International Fair (Autumn)—September 1978
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

SALONIKA:
International Trade Fair—September 1978
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—September 1978
Apply: M. le President, Palais des Expositions, 67000 Strasbourg Wacken (Tel. 36 11 90).

METZ:
International Autumn Fair 'Expofim'—October 1978
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

Agriculture, forestry, fishing and agricultural machinery

1976

FOGGIA:
Agricultural Fair—30 April-9 May 1976
Apply: Ente Autonomo Fiera di Foggia, via Dante-Alighieri 27 Foggia, Italy.

NOVI SAD:
43rd International Agricultural Fair—14-23 May 1976
Apply: Novi Sad Fair, Hajduk Veljkova 11, Novi Sad (Telex 14180).

KLAGENFURT:
Austrian Timber Fair—8-16 August 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

NOVI SAD:
International Fair of Hunting, Fishing, Sports an Tourism—25 September-3 October 1976
Apply: Novi Sad Fair, Hajduk Veljkova 11, Novi Sad (Telex 14180).

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—7-17 October 1976
* Apply: Swiss Embassy, 16-18 Montagu Place, London W1H 2BQ (Tel. 01-723 7001).

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN:
International Green Week—January 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VERONA:
International Agricultural Fair—March 1977
Apply: E.A. Fiere di Verona, CP 525, Verona 37100, Italy.

PARIS:
Leisure Power Cultivation Show—March 1977
Apply: M. Grimaud, 95 rue Saint Lazare, 75441 Paris (Tel. 874 9724).

BORDEAUX:
Triennial Fishing Exposition 'Interfishing'—8-13 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FOGGIA:
Agricultural Fair—April-May 1977
Apply: Ente Autonomo Fiera di Foggia, via Dante-Alighieri 27, Foggia, Italy.

KLAGENFURT:
Austrian Timber Fair—August 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
87th Agricultural Show—24 September-2 October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

1978

BERLIN:
International Green Week—January 1978
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VERONA:
International Agricultural Fair—March 1978
Apply: E.A. Fiere di Verona, C.P. 525, Verona 37100, Italy.

PARIS:
Leisure Power Cultivation—March 1978
Apply: M. Grimaud, 95 rue Saint Lazare, 75441 Paris. (Tel. 874 97 24).

FOGGIA:
Agricultural Fair—April-May 1978
Apply: Ente Autonomo Fiera di Foggia, via Dante-Alighieri 27, Foggia, Italy.

MUNICH:
Exhibition of the Technology of Forestry and Forest Industries (Interforst)—1-7 June 1978
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KLAGENFURT:
Austrian Timber Fair—August 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

Aircraft and aeronautical equipment

1976

GOTHENBURG:
Aviation Fair—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

TOULOUSE:
Aeronautical and Space Exhibition—23-27 June 1976
Apply: Avenue Clement-Ader, Zone Aeronautique de Colomiers, 31700 Colomiers (Tel. 78 01 10).

BILLUND:
Aviation Fair—12-15 August 1976
Apply: Billund Aviation Fair, Billund Airport, DK 7190 Billund (Tel. 05-331926. Telex 60898 (Bilair DK)).

Books and periodicals

1976

NICE:
International Book Festival—4-9 May 1976
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1977

NICE:
International Book Festival—May 1977
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

Building, public works and construction equipment

1976

MALMO:
International Building Trade Fair—5-9 May 1976
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, Box 19015, 20073 Malmo 19, Sweden (Tel. 040 80030. Telex 32256).

STOCKHOLM:
Municipal and Public Works Exhibition (Kommunalteknik '76)—31 May-4 June 1976
Apply: AB S:t Eriks-Massan, S-106 80 Stockholm, Sweden (Tel. 08/99 01 00. Telex 10660).

BOLOGNA:
International Building Exhibition 'SIA'—9-17 October 1976
Apply: E.A. Per le Fiere di Bologna, Piazza Costituzione, 6-40128 Bologna, Italy.

1977

MADRID:
International Building and Construction Exhibition—October 1977
Apply: Feria Internacional de la Construccion, 7 Obras Publicas, Avda de Portugal S/N (Feria del Campo), Apartado 11044, Madrid 11.

Chemicals and allied industries, including plastics

1976

FRANKFURT:
International Druggists Exhibition (Indrofa)—14-17 May 1976
Apply: Messrs. Collins and Endres, 36 Sackville Street, London, W.1 (Tel. 01-734 0543).

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—March 1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels (Tel. 02/78.48.60. Telex 23.643).

Clothing

1976

HELSINKI:
Finnish National Fashion Fair—August 1976
Apply: Helsinki International Fair Centre, P.O. Box 24, 00521 Helsinki 52 (Tel. 90-14 1400. Telex 121119 Fexpo SF).

COPENHAGEN:
Scandinavian Menswear Fair—3-5 September 1976
Apply: Bella Center, Center Boulevard, DK 2300 Copenhagen 5 (Tel. 01 51 88 11. Telex 31 188 Bella DK).

AMSTERDAM:
Men's Fashion Trade Fair (Herenmodebeurs)—6-8 September 1976
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

ATHENS:
4th Hellenic Fashion Fair—18-22 September 1976
Apply: Hellenic Fashion Centre, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 630 115. Telex 214467 Lida GR).

WIESBADEN:
International Millinery Trade Fair (Interhut)—25-27 September 1976
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

BERLIN:
Fashion Week (including Interchic)—9-13 October 1976
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VIENNA:
Ladies' Fashion Show—10-12 October 1976
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZURICH:
International Fashion Show 'Modexpo'—10-12 October 1976
Apply: Zuspa International Trade Fairs Special Exhibition, Thurgaverstr 7, 8050 Zurich (Tel. 01 46 50 55).

1977

DUSSELDORF:
International Fashion Show 'Igedo'—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

DUSSELDORF:
International Fashion Show 'Igedo'—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 0-1409 0956).

FRANKFURT:
International Fur Fair—April 1977
• Apply: Frankfurter Rauchwaren-Messe-GmbH, 6 Frankfurt-am-Main, Postfach 7787, Bettinaplatz 1.

VIENNA:
Ladies' Fashion Show—April 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-To-Wear Clothing 'Pret-A-Porter' Spring Session—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—13-17 April 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—14-17 April 1977
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

DUSSELDORF:
International Fashion Show 'Igedo'—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies' Fashion Show—October 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show 'Igedo'—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PARIS:
International Exhibition of Women's Ready-To-Wear Clothing 'Pret-A-Porter' Autumn Session—October 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—2-6 October 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—9-12 October 1977
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1978

BERLIN:
Fashion Week (including Interchic)—April 1978
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VIENNA:
Ladies Fashion Show—April 1978
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-To-Wear Clothing—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—April 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1978
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

AN AID TO EXPORTERS—

'P.Q.' TELESYSTEMS LTD.
52/53 FETTER LANE,
LONDON EC4A 1AA

QUESTION . . .

- Do you need but cannot afford telex??
- Do international time differences present you with communication difficulties??
- Do you need access to telex outside normal business hours, including weekends and holidays??
- Is your telex operator overloaded??
- No staff to operate your telex??
- Other communication problems??

ANSWER . . .

- **P.Q. TELESYSTEMS LTD.**
- WHERE PROFESSIONAL, 24 HOUR, BOTH-WAY, WORLDWIDE, CONFIDENTIAL TELEX SERVICE IS AVAILABLE TO YOU.

NO REGISTRATION FEES — NO HIDDEN OR UNPUBLISHED CHARGES — FULL TARIFF & BROCHURE AVAILABLE ON APPLICATION — TEL 01-353 5564 — TELEX 261234 (TELESYSTEMS LDN)

BERLIN:
Fashion Week (including Interchic)—October 1978
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MUNICH:
International Fashion Week—October 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Exhibition of Women's Ready-To-Wear Clothing (Pret-A-Porter)—October 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VIENNA:
Ladies' Fashion Show—October 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1978
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1977

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equipmag)—November 1977
Apply: French Trade Exhibitions, 196 Sloane Street London, S.W.1 (Tel. 01-235 3234).

Engineering, electrical and electronic, including radio and television

1976

PARIS:
Electrical Equipment Exhibition—10-17 June 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

AMSTERDAM:
International Quantum Electronic Conference and Exhibition—14-18 June 1976
Apply: Miss R. Bentley, 19 Freke Road, London, S.W.11 5PJ (Tel. 01-228 2880).

AMSTERDAM:
International Radio and TV Exhibition (Firato '76)—27 August-5 September 1976
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—24-29 September 1976
Appply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

UTRECHT:
Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control Equipment (Elektrotechniek)—27 September 2 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LJUBLJANA:
23rd International Exhibition of Electronics (Modern Electronics '76)—5-9 October 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

COPENHAGEN:
Electrical Equipment Exhibition (EL '76)—15-24 October 1976
Apply: Bella Center, Center Boulevard, DK 2300, Copenhagen S (Tel. (01) 51 88 11, Telex 31 188 Bella DK).

ZURICH:
Semi-Conductor Equipment and Material Convention (Semicon-Europa)—19-21 October 1976
Apply: Golden Gate Enterprises Inc., Marina Playa Office Park, 1333 Laurence Expressway, Santa Clara, California 95051 (Tel. (408) 241-7400).

BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London (Tel. 01-935 8200).

1977

PARIS:
International Festival of Sound—March 1977
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

PARIS:
International Audio-Visual (Means of Expression) Exhibition—April 1977
Apply: Cedfi, 15 Bis rue Raspail, 92300 Levallois-Perret. (Tel. 739 50 20).

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa)—26-28 April 1977
Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281).

PARIS:
Electrical Equipment Exhibition—June 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
International Radio and Television Exhibition—26 August-4 September 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Street, London SW1X 7EE (Tel. 01-235 9947).

CANNES:
Market for Videocassette Programmes and Equipment 'Vidcom'—September 1977
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—October 1977
Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MUNICH:
Exhibition and Congress for Electronics Production (Productronica)—8-12 November 1977
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

PARIS:
International Festival of Sound—March 1978
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

PARIS:
International Audio-Visual Exhibition (Means of Expression)—April 1978
Apply: Cedfi, 15 Bis rue Raspail, 92300 Levallois-Perret (Tel. 739 50 20).

PARIS:
Electrical Equipment Exhibition—June 1978
Apply: French Trade Exhibition, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

CANNES:
Market for Videocassette Programmes and Equipment—September 1978
Apply: 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

Engineering, other

1976

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—7-14 May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MILAN:
International Insulation Exhibition (Expo-Ita)—18-21 May 1976
Apply: Via Petitti 16, 20149 Milan (Tel. 324 846).

ZAGREB:
7th International Welding Fair—18-22 May 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HELSINKI:
International Mechanical Handling and Transport Exhibition (Kuljetus '76)—26-30 May 1976
Apply: Suomen Kuljetustaloudellinen, Yhdistys Ry, Katajanokankatu 5D 14, 00160 Helsinki 16, Finland.

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (Fluid)—10-15 June 1976
Apply: Assofluid Etas Kompass Periodici Tecnici, Via E. Visconti Venosta, 7-20122 Milano.

ZAGREB:
3rd International Exhibition of Machine-Tools and Tools 'BIAM'—14-19 June 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Winter Service Equipment and Conferences (Winter-Dienst '76)—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ATHENS:
5th Exhibition of Technical Equipment 'Index '76'—10-25 October 1976
Apply: Genor Ltd., 36 Skoufa Street, Athens, Greece (Tel. 368 778).

1977

BRUSSELS:
International Exhibition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

Foodstuffs, food machinery, hotel and catering equipment

1976

BERLIN:
Trade Fair for Communal Catering (Multiserva '76)—31 May-3 June 1976
Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

LJUBLJANA:
International Viticulture and Wine-Growing Fair—30 August-5 September 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

MUNICH:
International Food Industry Trade Fair (IKOFA)—16-22 September 1976
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MONTE CARLO:
Coffee International Symposium and Trade Fair—21-24 September 1976
Apply: Coffee International Symposium and Trade Fair, Queensway House, 2 Queensway, Redhill RH1 1QS, Surrey.

FRANKFURT:
Federal German Hotel and Restaurant Trade Show—21-28 October 1976
Apply: Messrs. Collins and Endres, 36 Sackville Street, London, W.1 (Tel. 01-734 0543).

BERLIN:
German Gastronomy and Foodstuffs Exhibition (Kulinaria)—30 October-7 November 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
International Food Equipment Industries Exhibition (Materal)—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition for the Malt and Beer Industries—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

Effective Communications save Time and Money

TRANSLATIONS
SALES PROMOTION OVERSEAS
MARKET RESEARCH FOR EXPORT
MOST ALLIED SERVICES

K.E.B. Translations, Carlton Chambers, Carlton Road, Worksop, Notts.
Tel: (0909) 3275

PARIS:
International Bottling Equipment and Allied Industries Exhibition—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Machinery and Techniques for the Meat Industry and Trade (MATIC)—15-22 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

WIESBADEN:
Trade Fair for Cafe and Patisserie Equipment (Inter-Kondi-Ca 77)—1977
Apply: Heckmann Ausstellungen K.G., 62 Wiesbaden, Kapellenstrasse 47, Germany.

LILLE:
The First Regional Salon for the Hotel, Restaurant and Cafe Trade (Norexpo)—1977
Apply: M. Bouchery, president, Grand Palais, 59022, Lille (Tel. 53 99 60).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5)

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—25-30 November 1977
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

UTRECHT:
International Food Fair (ROKA)—February 1978
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London,W.1 (Tel. 01-486 1951).

BRUSSELS:
European Professional Fair for Industry and Handicraft of Bakery—February 1978
Apply: Palais du Centenaire, B-1020 Brussels, Belgium.

PARIS:
International Bakery and Pastry Exhibition (Europain)—March 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for the Hotel, Catering and Bakery Trades (Intergastra)—April 1978
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London. E.C.4 (Tel.: 01-236 0911).

MUNICH:
International Food Industry Trade Fair (IKOFA)—September 1978
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition for the Malt and Beer Industries —November 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic)—November 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Furniture, furnishings, household equipment and hardware

1976

AMSTERDAM:
International Household Fair (Huishoudbeurs)—23 April-2 May 1976
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

ST. GALLEN:
International Furniture Fair (Intermoebel)—September 1976
Apply: Intexpo, Museum strasse 1, 9004 St. Gallen.

MILAN:
International Household Goods and Hardware (MACEF)—3-7 September 1976
Apply: General Secretariat, Via Solferino 25, 20121 Milan.

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

UTRECHT:
Inter Decor, Soft Furnishings Exhibition—12-16 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

PARIS:
International Art of Home-Making Exhibition (Arts Menagers)—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

AMSTERDAM:
International Household Fair (Huishoudbeurs)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

1978

PARIS:
National Furniture Exhibition—January 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Art of Home-Making Exhibition (Arts Menagers)—February 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—April 1978
Apply: Commissariat General, Comite des Expositions, 7 rue Copernic, 75782 Paris Cedex 16. (Tel. 553 86 30).

Gas and oil extraction and distribution including offshore activities

1977

DUSSELDORF:
International Congress and Exhibition for Liquidified Petroleum—22 August-1 September 1977
Apply: J. Naylor, International Trade Fair Agencies, Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

Heating and ventilating

1977

PARIS:
International Heating and Air Conditioning Exhibition (Interclima)—June 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

GOTHENBURG:
Heating, Ventilating and Sanitary Equipment Trade Fair—1978
Apply: Svenska Massan, Skanegatan 26, S-41251, Gothenburg (Tel. 031-20 00 00).

ZURICH:
International Heating Air Conditioning and Sanitation Exhibition—Spring 1978
Apply: Zuspa International Trade Fair, Thurgauerstr 7, 8050 Zurich. (Tel. (051) 46 50 55).

PARIS:
International Heating and Air Conditioning Exhibition (Interclima)—June 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Horticulture and horticultural equipment

1976

GENOA:
3rd International Flower and Ornamental Plants Exhibition (Euroflora)—24 April-2 May 1976
Apply: Ente Autonomo Fiera Internasionale di Genova, Casella Postale 1834, Genova, Italy.

STUTTGART:
The Building and Landscaping of Garden Parks, Sports Areas and Open Spaces (Galabau 76)—11-13 June 1976
Apply: C.E.S. (Overseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

LJUBLJANA:
7th International Exhibition (Horticultura '76)—18-21 September 1976
Apply: Ljobljana Fair, Titova 50, Ljubljana.

1977

STUTTGART:
Amateur Gardeners Exhibition (Dein-Garten)—23-27 March 1977
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

STUTTGART:
Federal Garden Show—29 April-23 October 1977
Apply: C.E.S. (Oveseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Hospital, medical, surgical and dental equipment

1976

MUNICH:
93rd Congress and Exhibition of the German Surgical Society—28 April-1 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

BERLIN:
International Pharmaceutical and Medico-Technical Exhibition—8-12 June 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 994).

BASLE:
International Fair for Medical Electronics and Bioengineering (Medex)—15-18 June 1976
Apply: Swiss Industries Fair, 4021, Basle (Tel. 061/26 20 20).

MILAN:
International Exhibition of Orthopaedic Equipment and Material (Intersan)—2-4 October 1976
Apply: The Secretary, Intersan, via Nirone, 2/A 20123 Milan, Italy.

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—19-21 October 1976
Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

SOS spanimex overseas secretariat ltd.
translators & interpreters specialised in legal & technical services
town hall chambers, 32/34 borough high st., london se1 1xu. telephone: (01) 407-2141/1714

BRUSSELS:
International Optical Fair (Incof)—20-23 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey. (Tel. 540 1101).

PARIS:
International Dental Congress and Exhibition—30 November-4 December 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris. (Tel. 924 85 32).

1977

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

DUSSELDORF:
International Trade Fair for Optometry (Optica '77)—14-17 May 1977
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

PARIS:
World Congress of Intensive Care—19-23 September 1977
Apply: Secretariat Administration, SOCFI, 7 Rue Michel, Ange 75016 Paris (Tel. 647 9257).

Jewellery and giftware

1976

COPENHAGEN:
Scandinavian Gold and Silver Fair—1-4 May 1976
Danske Guld-og, Sølvvare fabrikanters Handelsforening, Ryvangs Alle 26 DK 2100 Copenhagen.

GOTHENBURG:
International Arts and Antiques Fair—26-30 May 1976
Apply: Svenska Massan Stiftelse, Skanesatan 26, S-41251, Gothenburg, Sweden (Tel. 031-20 00 00, Telex 20 600).

VICENZA:
International Jewellers, Goldsmiths and Silversmiths Exhibition—6-13 June 1976
Apply: Ente Fiera di Vicenza, Viale Degli Scaligeri, C.P. 333, 36100 Vicenza.

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—8-13 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ATHENS:
Hellenic Gold and Silver Week—16-19 October 1976
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135 Athens, Greece. (Tel. 630 115, Telex 214467 Lida GR)

1977

VICENZA:
International Jewellers, Goldsmiths and Silversmiths Exhibition—January 1977
Apply: Ente Fierra di Vicenza, Viale Degli Scaligeri, C.P. 333, 36100 Vicenza.

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta)—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Laundry and allied services

1977

PARIS:
International Laundry, Dyeing and Dry-Cleaning Exhibition—November 1977
Apply: M. Auer, 80 Bd Malesherbes, 75008 (Tel. 522 0733).

Leather, leather goods and fur

1976

OFFENBACH:
International Leathergoods Fair—28 August-1 September 1976
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse, 108-112.

DUSSELDORF:
European Handbag Trade Fair (Europel)—24-26 October 1976
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

PIRMASENS:
Leather Week—9-11 November 1976
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1977

PARIS:
International Leather Goods and Luggage Exhibition—January 1977
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (Tel. 272 94 71).

OFFENBACH:
International Leathergoods Fair—February/March 1977
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS:
International Fur Trade Exhibition—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

PIRMASENS:
Leather Week—May 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August 1977
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1978

PARIS:
Leathergoods and Luggage Exhibition—January 1978
Apply: Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger 75139 Paris (Tel. 272 94 71).

OFFENBACH:
International Leathergoods Fair—February 1978
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS:
International Fur Trade Exhibition—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PIRMASENS:
Leather Week—May 1978
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leathergoods Fair—August 1978
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1978
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

Motor vehicles, motor cycles and cycles

1976

BARCELONA:
International Motor Show—24 April-4 May 1976
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parque de Montjuich Barcelona.

DUSSELDORF:
The Fourth International Electric Vehicle Symposium—30 August-2 September 1976
Apply: Executive Secretary, Electric Vehicle Council, 90 Park Avenue, New York N.Y. 10016 (Tel. 212 574 8700).

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Office machinery and equipment

1976

VIENNA:
International Office Organisation Exhibition (Haho)—18-22 May 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

TEL AVIV:
International Exhibition of Office Equipment, Data Processing and Printing (Timprint)—17-21 May 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., PO Box 21075, Tel Aviv 61210.

OFFICE & TECHNICAL TRANSLATIONS LTD

IT IS QUICKER BY — **TELEX** [TELEX: 24742]

The largest translating organisation in the United Kingdom

Translators House, Bleeding Heart Yard, Greville Street, London, E.C.1 Tel: 01-242 0931 (3 lines)

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—5-9 October 1976
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organizational Methods (Buro)—3-5 November 1976
Apply: Exhibition Consultants Ltd.,11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

FRANKFURT:
Office Supplies Exhibition—25-28 October 1977
Apply: Messrs Collins and Endres, 36 Sackville Street, London, W.1 (Tel. 01-734 0543).

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

1978

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—October 1978
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Packaging machinery and materials, including containers

1976

TEL AVIV:
International Packaging Exhibition (Ispack)—17-21 May 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., PO Box 21075, Tel Aviv 61210, Israel (Tel. 474131).

BRUSSELS:
5th International Packaging Show (Propack)—22-26 May 1976
Apply: Palais du Centenaire, B-1020 Brussels, Belgium (Telex 26.643).

DUBLIN:
Irish Packaging Exhibition—20-23 September 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

PADUA:
International Exhibition of Mechanical Handling, Storage, Distribution—6-10 October 1976
Apply: E.A. Fiera Internazionale di Padova, Via N. Tommaseo, 59-1-35100 Padova. (Tel. (049) 38.620).

1977

BASLE:
International Packaging Exhibition (Swiss Pack)—17-25 May 1977
Apply: Schweizer Mustermesse, 4021 Basle. (Tel. 061/26 20 20).

Pottery and Glass

1977

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbibor)—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbibor)—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Printing, stationery and printing machinery

1976

PARIS:
French Biennial Exhibition of Printing and Associated Industries (Graphitec)—10-16 June 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234).

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts ALI 3XT (Tel. (56) 63213).

GOTHENBURG:
Reproduction, Printing, Paper Exhibition (Contact)—17-21 November 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel: 031 200 000, Telex. 20600, Maessan S).

1978

PARIS:
French Biennial Exhibition of Printing and Associated Industries (Graphitec)—June 1978
Apply: M. Ollive, 10 Rue Colisee, 92800 Puteaux (Tel. 722 78 10).

Scientific instruments and nuclear equipment

1976

BORDEAUX:
European Symposium on Neurophysiology of Hearing Interpretation of Human Electrophysiological Data—20-22 May 1976
Apply: M. Portmann and J. Moran, 114 Avenue D'Ares, 33000 Bordeaux.

BRUSSELS:
3rd International Euromation Exhibition—22-26 May 1976
Apply: 3rd Internatonal Euromation Exhibition, Jan van Rijswijcklaan 58, B-2000 Antwerp, Belgium.

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1980

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—January 1980
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Ships and boats

1976

GOTHENBURG:
Floating Boat Show—24-27 September 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000, Telex. 20600, Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—25 September-3 October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

MALMO:
International Boat Show (BAT '76)—22-24 and 28-31 October 1976
Apply: Skanes Seglarforbund, c/o Mr. K. Nyhlen, Box 30005, S.200 61, Malmo.

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centre, Center Boulevard, DK 2300 Copenhagen (Tel. (01) 518811, Telex. 31188, Bella DK).

1977

MUNICH:
Caravan, Boat and Accessories Exhibition (Caravan and Boot)—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—1-9 October 1977
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

1978

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—30 September-8 October 1978
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Sports goods and camping equipment, including caravans

1976

LILLE:
The First Tourism, Holiday and Sports Exhibition—21-31 May 1976
Apply: M. Bouchery, President, Grand Palais, 59022 Lille (Tel. 53 99 60).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—26-30 May 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

NEW YORK:
Tennis Trade Show—July
Apply: H. A. Bruno and Associates Inc., 78 East 56th Street, New York, NY. 10022 (Tel. 212 753-4920).

Tek Translation

The biggest translation company in Europe

TEK TRANSLATION & INTERNATIONAL PRINT LTD 11 UXBRIDGE ROAD, LONDON W12 8LH
TEL: 01-749 3211 TELEX: 265658-VERBA

JONKOPING—SWEDEN:
International Trade Fair for Sport and Open Air Activities —23-27 August 1976
Apply: Elmia AB; Box 6066, S-550 06, Jonkoping, Sweden (Tel. 036/11 90 60).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)— 19-21 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ESSEN:
International Caravan Exhibition (IDFA)— 25 September-3 October 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
International Caravan Exhibition—30 September- 10 October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris. (Tel. 267 39 44).

LJUBLJANA:
7th International Fair of Winter Sports (Ski-Export '76)— 17-21 November 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

1977

STUTTGART:
International Exhibition for Caravans, Motors, and Tourism (CMT)—22-30 January 1977
•Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—5-13 February 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)— 24-27 February 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)— March 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

LISBON:
International Exhibition of Sports Equipment (Nauticampo)— April 1977
Apply: Fil, Nauticampo, Praca Das Industrias, Lisbon 3.

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '77)—May 1977
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—September 1977
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris (Tel. 267 3944).

PARIS:
International Sports and Leisure Exhibition (Sisel)— September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

STUTTGART:
International Exhibition for Caravans, Motors and Tourism (CMT)—January 1978
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)— March 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London. S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '78)—May 1978
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)— September 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Caravan Exhibition—October 1978
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris. (Tel. 267 39 44).

Textiles and textile machinery

1976

LJUBLJANA:
9th International Commercial Fair of Textile Patterns and Accessories for Ready-Made Clothing Industry. Spring-Summer 1977 (Setex '76)—25-27 May 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana

Toys and games

1977

PARIS:
International Toy Fair—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
International Toy Fair—February 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1976

BERNE:
International Exhibition for Miniaturised Automation— 22-27 September 1976
Apply: Sama International, Case Postale 1052, Ch-2501 Bienne (Tel. 032 23 66 36).

BESANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—12-16 October 1976
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Planoise, Besancon (Tel. 87 21 74).

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—12-15 February 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—May 1977
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Planoise, Besancon (Tel. 87 21 74).

1978

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—February 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—October 1978
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Planoise, Besancon (Tel. 87 21 74).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

PADUA:
6th International Exhibition of Public Services and of Techniques Against Pollution—20-27 June 1976
Apply: Sep/Pollution/ISWA, Fiera di Padova, via Tommaseo 59, 1-35100 Padova, Italy.

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan)— 25-29 November 1976
Apply: Secretary, Via Paulo da Cannobio 9, 20122, Milan.

GOTHENBURG:
Scancorr (Anti-Corrosion Fair)—17-21 November 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

PARIS:
International Exhibition of Techniques for Control of Industrial and Urban Pollution (Air, Noise, Waste Water)— 7-11 December 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1977

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan)— November 1977
Apply: Secretary, Via Paolo da Cannobio 9, 20122 Milan.

1978

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environment-Expo)—June 1978
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1980

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environment-Expo)—June 1980
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Other specialised fairs

1976

BOLOGNA:
International Perfumery and Cosmetics Exhibition— 29 April-3 May 1976
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

ROUEN:
International Exhibition of Export Services (Eurexport)— 6-10 April 1976
Apply: Eurexport, BP 1080, 76016 Rouen Cedex (Tel. (35) 72 59 69).

LJUBLJANA:
15th International Fair of Consumer Goods (Do-it-Yourself) Equipment (Alpe-Adria '76)—6-11 April 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

ZAGREB:
6th International Mining Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
17th International Crafts Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (Tu-Ex '76)— 22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENEVA:
2nd World Tobacco Conference and Exhibition— 4-8 May 1976
Apply: R. H. Moll, Esq., 2nd World Tobacco Conference, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Tel. Redhill 68611).

ROMANIA:
Bucharest International Spring Fair (Tibco '76)— 8-15 May 1976
Apply: Exhibitions and Fair Enterprise, Exhibitions Centre, Piata Scinteii 2, Bucharest, Romania (Tel. 81 31 83. Telex TLB R011108).

OSLO:
International Forum for Increased Energy Economy (Energia '76)—11-15 May 1976
Apply: Norges Varemesse, P.O. Box 130, Skøyen, Oslo 2, Norway (Telex 18748 Messe N).

STUTTGART:
Trade Exhibition for Safety, Alarm Systems and Catastrophe Protection—12-16 May 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRNO:
International Inventions and Innovations Exhibition (Invex)—16-27 May 1976
Apply: Fairs and Exhibition Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

DORTMUND:
International Schools Exhibition—17-21 May 1976
Apply: Das Schulverwaltung Amt der Stadt Dortmund, Schulaus-stellung, 4600 Dortmund, Balkenstrasse 12-20.

ZAGREB:
3rd International Exhibition of Material Protection and Industrial Finish (Anticorrosion)—18-22 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
'Animals and Man' Information Show and Exhibition— 22-30 May 1976
Apply: Swiss Industries Fair, 4021 Basle, Switzerland.

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—26-30 May 1976
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

HELSINKI:
Horse and Riding Equipment Show (Saddles, Riding-Wear, Stable Utensils, Horse-Boxes, etc.)—11-13 June 1976
Apply: Hevosjalostusliitto Lamminverisiitosta Varten R.Y. Kurby, 10300, Karjaa, Finland.

COPENHAGEN:
Environment and Safety '76 Exhibition—12-17 June 1976
Apply: Bella Center, Center Boulevard DK-2300, Copenhagen S (Tel. (01) 518811. Telex 31188 Bella DK).

COPENHAGEN:
International Exhibition of Materials, Handling and Material Flow Systems in Production, Warehouse and Transport (Trans '76)—1-4 September 1976
Apply: Bella Center, Center Boulevard, DK-2300 Copenhagen (Tel. (01) 518811. Telex 31188 Bella DK).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-it-Yourself)—8-12 September 1976
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GENEVA:
International Industrial Safety and Security Exhibition (Eurosaf)—13-17 September 1976
Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QF (Tel. (988) 4371).

BERLIN:
German Industries Exhibition and Congress 'Rational Utilisation of Energy in Conurbations' with Special Exhibition—18-26 September 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZURICH:
International Safety Exhibition—17-21 September 1976
Apply: Arbeitsgemeinschaft für Fachmessen AG, Hofackerstrasse 36, 8032 Zurich (Tel. 01 53 41 18 or 26 83 44).

BERNE:
International Exhibition for Miniaturised Automation—22-27 September 1976
Apply: Sama International, Case Postale 1052, Ch-2501 Biel (Tel. 032 23 66 36).

GENEVA:
Interacting Computer Graphics Conference and Exhibition—5-8 October 1976
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicraft Fair (IHM)—Spring 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapons Fair (ISA '77)—18-22 May 1977
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

AMSTERDAM:
International Stamp Exhibition (Amphilex)—June 1977
Apply: Miss R. Bentley, 19 Frere Road, London SW11 5PJ. Tel. 01-228 2880.

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—7-11 September 1977
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS—LE BOURGET:
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—11-13 January 1978
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—February 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicraft Fair (IHM)—Spring 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Public Transport Systems in Urban Areas Trade Fair—27-30 June 1978
Apply: Svenska Massan, Skanegatan 26, S-41251, Gothenburg (Tel. 031 20 00 00).

1979

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—April 1979
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS—LE BOURGET:
Technical Assembly Days—September 1979
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—December 1979
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1980

BORDEAUX:
'Oceanexpo'—March 1980
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—15-20 April 1980
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Section 3

Trade fairs and exhibitions outside Europe

General fairs

1976

ADELAIDE:
International Expo '76—5-14 June 1976
Apply: Adelaide International Expo, Industry House, 12 Pirie Street, Adelaide 5000.

VENEZUELA:
Expo Motrix '76—25-28 June 1976
Apply: Ortiz and Asociados SRL, Apartado (P.O. Box) 50.045, Caracas, Venezuela (Tel. 726581/726426).

SANTA CRUZ:
9th International Fair—September 1976
Apply: Comite de Exposiciones Ferias, Santa Cruz, Bolivia.

DAKAR:
2nd International Fair—3-12 December 1976
Apply: M. le Presidente, Santa Internationale d'echanges de Dakar, BP 3329, Dakar, Senegal, West Africa.

SANTIAGO:
Feria Internficional de Santiago—28 October-14 November 1976
Apply: Director, FISA, Tenderini No. 187, Piso 3°, Casilla 40-D, Santiago.

1977

SYDNEY:
Royal Easter Show—1-12 April 1977
Apply: Royal Agriculture Society of NSW, GPO Box 4317, Sydney, NSW 2001.

SYDNEY:
Asian Trade Fair—29 May-6 June 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Agriculture, forestry, fishing, and agricultural machinery

1976

PORTO ALEGRE:
International Agricultural Show—22-30 August 1976
Apply: Mr. Knapman, British Agricultural Export Council, Agriculture House, Knightsbridge, London SW1X 7NQ (Tel. 01-245 9819).

ADELAIDE:
Royal Agricultural and Horticultural Show—27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

MELBOURNE:
Australian Fisheries Exposition—21-23 September 1976
Apply: Australian Fisheries Exposition, GPO Box 2246 U, Melbourne, Victoria 3001.

INDIANA:
Farm Progress Show—28-30 September 1976
Apply: Mr. McKinnie, Indiana Prairie Farmer, 1308 North Meridian Street, Indianapolis, Indiana 46202.

SYDNEY:
Orange National Field Days—15-18 November 1976
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1977

TULARE—CALIFORNIA:
Farm Equipment Show—February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, P.O. Box 1475, Tulare, California 93274.

LOUISVILLE:
National Farm Machinery Show—February 1977
Apply: L. Carlisle, Kentucky Fair and Exhibition Centre, P.O. Box 21179, Louisville, Kentucky 40221.

KANSAS CITY:
Western Farm Show—February 1977
Apply: J. Keith Melvin, Business Manager, 638 W.39th Street, Kansas City, MO. 64111.

HALIFAX:
World Fishing Exhibition—31 August-7 September 1977
Apply: World Fishing Exhibition, Floor 10, Riverside House, Hough Street, Woolwich SE18 6LR.

SYDNEY:
Orange National Field Days—14-17 November 1977
Apply: Australian National Field Days—Orange, 205 Anson Street, Orange, NSW 2800.

Chemicals and allied industries, including plastics

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

Clothing

1976

NEW YORK:
National Fashion and Boutique Show—June 1976
Apply: Oscar Plunick, 10 West 33rd Street, New York 10001.

Engineering, electrical and electronic, including radio and television

1976

SINGAPORE:
International Electronic and Industry Fair (IEF '76)—2-6 October 1976
Apply: International Fair Promotion and Marketing Service Pte. Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

1977

SYDNEY:
International Radio and Electronics Engineering Convention 1977—August 1977
Apply: The Institute of Radio and Electronics Engineers, Australia, ADC Building, 189 Kent Street, Sydney, NSW 2000.

Engineering, other

1976

HALIFAX—CANADA:
International Power Transmission and Control Exhibition—30 August-3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

IRUMA:
Japan International Aerospace Show—16-24 October 1976
Apply: Headquarters, Japan International Aerospace Show Executive Office, 4-6 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100, Japan (Tel. 03 213 4606).

TOKYO:
8th Japan International Machine Tool Fair (Jimtof)—15-26 November 1976
Apply: Tokyo International Trade Fair Commission, 4-7-24 Harumi, Chuo-ku, Tokyo (Tel. (03) 531 3371).

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—16-18 November 1976
Apply: Roy Wilson, Norman Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

1977

USA:
International Die Casting Exposition and Congress—March 1977
Apply: The Society of Die Casting Engineers Inc., 16007 West 8 Mile Road, Detroit, Michigan 48235.

Furniture, furnishings, household equipment and hardware

1976

SYDNEY:
Sydney Furniture Fair—14-19 May 1976
Apply: New South Wales Furniture Guild, 1 King Street, Newtown, NSW 2042.

TEHRAN:
International Sanitary and Household Appliances (SAHO)—24-30 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

Heating and ventilating

1976

TEHRAN:
SAHO—24-30 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

Jewellery and giftware

1977

SYDNEY:
International Gift Trade Fair—February 1977
Apply: World Promotions Pty. Ltd., 4-14 Foster Street, Surrey Hills, NSW 2010.

Laundry and allied services

1977

CHICAGO:
World Educational Laundering and Cleaning Congress (Clean '77)—25-28 April 1977
Apply: Robert T. Kenworthy, Exposition Management, 866 United Nations Plaza, New York City, NY 10017.

Motor vehicles, motor cycles and cycles

1976

SYDNEY:
Caravan and Outdoor Living Exhibition—18-23 June 1976
Apply: Caravan and Recreational Promotions Pty. Ltd., P.O. Box A380, Pitt Street, Sydney, NSW 2000.

SYDNEY:
Truck Expo '76—July 1976
Apply: Commercial Vehicles Industries Association, Silverwater Road, Auburn, NSW 2144.

MELBOURNE:
4th International Motorcycle Show—19-26 September 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

USA:
Off Highway Vehicle Exposition—September 1976
Apply: Educational and Technical Displays Dept., S.A.E., 2 Pennsylvania Plaza, New York, NY 10001, USA.

SYDNEY:
Sydney International Motor Show—27 September-8 October 1976
Apply: Chamber of Automotive Industries of New South Wales, 33 Riley Street, Potts Point, NSW 2011.

1977

MELBOURNE:
International Motor Show—10-19 March 1977
Apply: Australian Automobile Dealers Association (Victoria), Victorian Automobile Chambers of Commerce, 464 St. Kilda Road, Melbourne, Victoria 3004.

SYDNEY:
International Motor Show—19-27 August 1977
Apply: Chamber of Automotive Industries, P.O. Box 311, Kings Cross 2011.

MELBOURNE:
International Motor Cycle Show—18-25 September 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Music and musical instruments

1976

SYDNEY:
National Musical Merchandise Exhibition—August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

Office machinery and equipment

1976

SINGAPORE:
International Business Show (IBEX '76)—26-30 May 1976
Apply: International Fair Promotion and Marketing Services Pte. Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

Printing, stationery and printing machinery

1976

MEXICO CITY:
Mexprint International Printing, Lithography and Graphic Arts Exposition and Conference for Mexico, Central America and South America—16-20 August 1976
Apply: Seymour A. Robbins, National Expositions Co. Inc., 14 West 40th Street, New York, NY 10018 (Tel. 212 564 8714).

1977

BOSTON:
New England Printing Machinery Show—18-21 January 1977
Apply: New England Printer and Lithographer, Sheraton Building, Atlantic Avenue, Boston, Mass. 02110.

Ships and boats

1976

MELBOURNE:
The Herald National Boat Show—17-25 July 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SYDNEY:
Sydney Boat Show—6-11 August 1976
Apply: Boating Industry Association, 11 Clarke Street, Crows Nest, NSW 2065.

CALIFORNIA:
North Californian Boat Show Oakland Coliseum—September 1976
Apply: Northern California Marine Association, 16032 Hesperian Boulevard, San Lorenzo, California 94580 (Tel. (415) 278 2558).

BRISBANE:
Telegraph Boat Show—September 1976
Apply: Queensland Newspapers Pty. Ltd., GPO Box 130, Brisbane 4001.

1977

MELBOURNE:
Herald National Boat Show and Camping Display—3-10 July 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Sports goods and camping equipment, including caravans

1976

MIAMI AND SOUTHERN CALIFORNIA:
Tennis Industry's National Buying Show—January and August
Apply: Tennis Industry Magazine, 915 Northwest 125th Street, Suite 2C, Miami, Florida 33161.

SINGAPORE:
International Exhibition of Sports, Recreation and Leisure Goods—14-18 August 1976
Apply: International Fair Promotion and Marketing Services Pte Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

Textiles and textile machinery

1976

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition—May 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

OSAKA:
International Textile Machinery Show (Otemas)—27 September-6 October 1976
Apply: Osaka International Trade Fair Commission, c/o International Hotel Osaka, 58 Hashizume-Cho, Ucki-Hommachi, Higashi-ku, Osaka (Tel. (06) 941 6939).

1977

SAO PAULO:
International Textile Machinery Fair: (Itmex '77)—10-18 September 1977
Apply: R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange, Manchester M2 7EP (Tel. 061-834 2991).

1978

GREENVILLE, SOUTH CAROLINA:
American Textile Machinery Exhibition(International ATMEI)—October 1978
Apply: Graydon R. Powers Jr., Box 5863, Greenville, South Carolina 29606.

Toys and games

1976

KANSAS CITY:
Gift and Toy Show of Missouri—1976
Apply: Janice Randol, 216 West 174th Street, Kansas City, Missouri 64108.

Other specialised fairs

1976

NEW YORK:
National Liquor Stores Annual Convention—9-13 May 1976
Apply: National Liquor Stores Association Inc., 1025 Vermont Ave. No. 612, Washington DC 20005.

WASHINGTON:
United States International Transportation Exposition (Transpo)—May/June 1976
Apply: U.S. International Transportation Exposition, 800 Independence Avenue SW., Washington DC 20590.

SYDNEY:
National Musical Merchandise Exhibition—August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

MELBOURNE:
The Sun Homes Show,—21-29 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

MELBOURNE:
Environment '76—8-13 October 1976
Apply: Total Concept Exhibitions Pty. Ltd. Victoria: Suite 3, 795 Glenferrie Road, Hawthorn, Victoria 3122 (Tel. 81 5366).

NEW YORK:
Interpex Show, Americana Hotel—Dates not yet arranged
Apply: D. R. Seigle, Esq., 595 Madison Avenue, New York, NY 10022.

1977

SYDNEY:
Australian International Education Exhibition—19-23 July 1977
Apply: Educare Exhibitions Pty. Ltd., 20 Bridge Street, Sydney.

MELBOURNE:
Sun News-Pictorial International Homes Show—20-28 August 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

SYDNEY:
Environment '77—13-17 September 1977
Apply: South Pacific Total Concept Exhibitions Pty. Ltd., 475 Pittwater Road, Brookville, NSW 2100.

Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1976

BRIGHTON:
Bri-Expo '76—21-29 August 1976. At Metropole Exhibition Centre
• Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741/2).

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Agriculture, forestry, fishing, and agricultural machinery

1976

BELFAST:
109th Annual Show and Industrial Exhibition—26-29 May 1976. At Balmoral
• Apply: Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET:
Bath and West Show—2-5 June 1976. At Shepton Mallet, Somerset
• Apply: Major The Lord Darling, D.L. Chief Executive, Bath and West and Southern Counties Society, The Showground, Shepton Mallet BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Show—15-17 June 1976. At Showground
• Apply: Lyn M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel. 06845 61731).

INGLISTON:
Royal Highland Show 1976—22-25 June 1976. At Ingliston, Newbridge, Midlothian
• Apply: Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian (Tel. 031 333 2444).

NORWICH:
Royal Norfolk Agricultural Show—30 June-1 July, 1976. At Norwich, Norfolk
• Apply: Mr. B. Shelley, Secretary, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, Norfolk NR5 0TT (Tel. 0603 742000).

KENILWORTH:
Royal Agricultural Show—5-8 July 1976. At National Agricultural Centre
• Apply: Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LZ (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show—13-15 July 1976. At Showground
• Apply: R. G. G. English, Secretary General, Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire, HG2 8PW (Tel. 0423 615 36)

BUILTH WELLS:
Royal Welsh Agricultural Show—20-22 July 1976. At Llanelwedd
• Apply: J. Wigley, Secretary, Royal Welsh Agricultural Society Ltd., The Showground, Llanelwedd, Builth Wells, Powys LD2 3SY (Tel. Builth Wells 3683).

KENILWORTH:
Dairy Farming Event—12-14 October 1976. At National Agricultural Centre
• Apply: F. R. Francis MBE, Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—6-10 December 1976. At Earls Court
• Apply: Smithfield Show Joint Committee, S.M.M.T. Ltd., 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Aircraft and aeronautical equipment

1976

FARNBOROUGH:
Farnborough International '76—5-12 September 1976. (5-9 Press and Trade Days only—10-12 Public). At Farnborough
† Apply: The Society of British Aerospace Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Building, public works and construction equipment

1976

LONDON:
Specibuild Exposition—5-8 October 1976. At Olympia
• Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

BIRMINGHAM:
Public Works and Municipal Services Exhibition and Congress —15-20 November 1976. At National Exhibition Centre
† Apply: The Municipal Agency Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1977

BIRMINGHAM:
INTERBUILD International Building and Construction Exhibition—16-25 November 1977. At National Exhibition Centre
† Apply: Interbuild Exhibitions Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Chemicals and allied industries, including plastics

1977

BIRMINGHAM:
INTERPLAS International Plastics Exhibition—15-23 September 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

NORMAN F. KEENAN & ASSOCIATES

representing major international exhibitions worldwide

CANADA

CANADIAN WESTERN FARM & RANCH SHOW
Edmonton ... ... March 1976

*NATIONAL PETROLEUM SHOW
Calgary ... ... 8th-11th June 1976

FALL GIFT SHOW
Montreal ... ... August 1976

FALL GIFT SHOW
Toronto ... ... September 1976

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION
Vancouver ... ... 29th September-1st October 1976

*CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION
Toronto ... ... 13th-15th October 1976

*INTERNATIONAL INTERIOR DESIGN SHOW
Toronto ... ... 2nd-4th November 1976

*PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION
Vancouver ... ... 16th-18th November 1976

*FOREST INDUSTRIES EQUIPMENT EXHIBITION
Ottawa ... ... 14th-16th September 1977

*INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE & EXPOSITION
Toronto ... ... September/October 1977

*CANADIAN MINING & AGGREGATE EQUIPMENT EXHIBITION
Toronto ... ... 12th-14th October 1977

*INTERNATIONAL INTERIOR DESIGN SHOW
Toronto ... ... November 1977

CANADIAN NATIONAL BUSINESS SHOW
Montreal ... ... November 1977

*WESTERN CONSTRUCTION MATERIALS & EQUIPMENT SHOW
Vancouver ... ... November 1977

IRAN

*MODERN TECHNOLOGY EXHIBITION
Teheran ... ... 28th April-5th May 1976

CAMPING & SPORT
Teheran ... ... 31st May-7th June 1976

*IRAN-PACK
Teheran ... ... 23rd-28th June 1976

SAHO (SANITARY & HOUSEHOLD APPLIANCES)
Teheran ... ... 24th-30th November 1976

*IRANMED (MEDICAL & HOSPITAL SUPPLIES)
Teheran ... ... 24th-30th November 1976

*IRAN-TOOL & INDUSTRY EQUIPMENT
Teheran ... ... 24th-30th November 1976

CONSTRUCTION '77
Teheran ... ... 29th April-6th May 1977

TECHNOLOGY
Teheran ... ... 20th-27th May 1977

TRANSPORT & COMMUNICATIONS
Teheran ... ... 10th-17th June 1977

AGWA – FOOD
Teheran ... ... 28th October-4th November 1977

SAUDI ARABIA

THE 2ND SAUDI INTERNATIONAL TRADE & INDUSTRY FAIR
Jeddah ... ... 15th-29th March 1976

THE 3RD SAUDI INTERNATIONAL TRADE & INDUSTRY FAIR
Jeddah ... ... March 1977

SOUTH AFRICA

THE 5TH INTERNATIONAL PRINTING, PLASTICS & PROMOTIONS EXHIBITION
Johannesburg ... ... 7th-11th June 1976

*THE INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION
Johannesburg ... ... 18th-22nd October 1976

*THE INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION
Johannesburg ... ... 17th-21st October 1977

SINGAPORE

*SPOREX '76 (INTERNATIONAL EXHIBITION OF SPORTS EQUIPMENT & LEISURE GOODS)
Singapore ... ... 21st-25th July 1976

*ENEX '76 (INTERNATIONAL EXHIBITION OF ELECTRICAL & ELECTRONIC EQUIPMENT)
Singapore ... ... 24th-28th November 1976

AUSTRALIA

PERTH INTERNATIONAL EXPO '77
Perth ... ... 21st-29th May 1977

ADELAIDE INTERNATIONAL EXPO '77
Adelaide ... ... June 1977

JAPAN

ASIA-SHOP
Osaka ... ... 30th October-3rd November 1976

PERU

PACIFIC INTERNATIONAL TECHNICAL FAIR
Lima ... ... 16th-27th November 1977

SWEDEN

*IDEKOK '76 (6TH INTERNATIONAL TRADE FAIR & CONSUMER'S EXHIBITION FOR KITCHENS & HOUSEHOLD EQUIPMENT)
Stockholm ... ... 16th-24th October 1976

FINLAND

TOIVEKETTIO (INTERNATIONAL FAIR & CONSUMER'S EXHIBITION FOR KITCHENS & HOUSEHOLD MACHINES)
Helsinki ... ... 23rd April-2nd May 1976

POLAND

INTERNATIONAL TRANSPORT, CONTAINER, WAREHOUSE SYSTEM EXHIBITION
Poznan ... ... 19th-22nd November 1976

**Indicates possible Joint Venture support by BOTB.*

NORMAN F. KEENAN & ASSOCIATES

representing major international exhibitions worldwide

USA

EUROPEAN FASHION FAIR
New York ... ...September/October 1976

WESTERN INTERIOR DESIGN SHOW
San Francisco ... ... March 1977

CONTRACT MARKETPLACE (CONTRACT FURNITURE, FURNISHINGS & DECOR EXHIBITION)
New York ... ... March 1977

BELGIUM

INCOF '76 (INTERNATIONAL OPTICAL FAIR)
Brussels ... ... 20th-23rd November 1976

HORESCA '77 (INTERNATIONAL HOTEL & RESTAURANT EQUIPMENT EXHIBITION)
Brussels ... ... February 1977

ITALY

INTERNATIONAL EXHIBITION OF ELECTRONICS, ATOMIC ENERGY & SPACE TECHNIQUES
Rome ... ... March 1977

SPAIN

AGRICULTURAL MACHINERY EXHIBITION
Zaragosa ... ... April 1977

USSR

Highly specialized services in regard to markets in the USSR (particularly in regard to the events listed).

a) Market Research.

b) Consultancy, including Translation and aid in the preparation of promotional material.

c) Exhibition Services.

KOMBIKORM '76 (INDUSTRIAL MANUFACTURE & PROCESSING OF FODDER)
Minsk ... ... 27th May-6th June 1976

AGROCHIM '76 (ARTIFICIAL FERTILISER PRODUCTION, DISTRIBUTION, TRANSPORTATION AND STORAGE
Moscow ... ... 17th-28th June 1976

ATTRAKTIONI '76 (AMUSEMENT EQUIPMENT PARK & THEATRE EQUIPMENT)
Moscow ... ... 1st-18th July 1976

KARTOGRAPHIE & GEOGRAPHIE '76 (CALCULATORS, MICRO FILM, PHOTOGRAPHIC & DRAWING OFFICE EQUIPMENT)
Moscow ... ... 22nd July-10th August 1976

KARTOFFEL '76 (MECHANIZATION OF POTATO CULTIVATION, HARVESTING & PROCESSING)
Minsk ... ... 29th July-8th August 1976

TRANSPORTSIGNAL '76 (AUTOMATIC EQUIPMENT FOR TRAFFIC CONTROL & REGULATION OF TRANSPORT & PEDESTRIANS)
Moscow ... ... 5th-15th August 1976

TSCHAIMASCH '76 (EQUIPMENT FOR CULTIVATION, HARVESTING AND PROCESSING OF TEA)
Tbilissi ... ... 30th September-10th October 1976

SUDOAWTOMATIKA '76 (MARINE AUTOMATIC CONTROL SYSTEMS)
Leningrad... ... ... 7th-17th October 1976

INCHASSMASCH '76 (INSTRUMENTS & EQUIPMENT FOR THE WATCH & CLOCK INDUSTRY)
Moscow ... ... 12th-21st October 1976

RADIOPHYSIKA '76 (RADIOPHYSICAL INSTRUMENTS & APPARATUS)
Moscow ... ...13th-22nd October 1976

WINCONSERWMASCH '76 (CANNING & WRAPPING MACHINERY FOR WINE, CONFECTIONERY & TOILETRIES
Baku ... ... 14th-24th October 1976

CHLOPKOOTSCHISTITELNOJC OBORUDOWANIJE '76 (COTTON PROCESSING, PACKAGING, STORAGE, TRANSPORTATION & WASTE DISPOSAL EQUIPMENT)
Taschkent ... ... 14th-24th October 1976

For further information contact European Representatives Roy Wilson and Duda Carr at:

NORMAN F. KEENAN & ASSOCIATES

Crown House Morden Surrey SM4 5EB England Telephone 01-540 1101 Telex 946726

UNITED KINGDOM

DECOR INTERNATIONAL (THE 11TH INTERNATIONAL CONTRACT FURNISHING & INTERIOR DESIGN EXHIBITION)
Grand Hall, Olympia, London ... 16th-20th May 1976

SHOPEX '76 (THE SELF-SERVICE DISPLAY EQUIPMENT & SHOPFITTING EXHIBITION)
Hotel Metropole, Brighton ... 19th-22nd September 1976

SPECIBUILD '76 (PRESENTING SPECIFIED BUILDING PRODUCTS TO THE PROFESSIONAL)
Olympia, London ... ... 5th-8th October 1976

DECOR INTERNATIONAL '77 (THE 12TH INTERNATIONAL CONTRACT FURNISHING & INTERIOR DESIGN EXHIBITION IN CONJUNCTION WITH KITCHENS & BATHROOMS INTERNATIONAL)
Grand Hall, Olympia, London ... 26th-30th June 1977

KITCHENS & BATHROOMS INTERNATIONAL (THE INTERNATIONAL KITCHENS, BATHROOMS AND ACCESSORIES EXHIBITION IN CONJUNCTION WITH DECOR INTERNATIONAL)
National Hall, Olympia, London ... 26th-30th June 1977

For further information contact:

WESTBOURNE EXHIBITIONS LIMITED

Crown House Morden Surrey SM4 5EB England Telephone 01-540 1101 Telex 946726

Clothing

1976

BIRMINGHAM:
MAB International Fashion Fair—5-8 September 1976. At National Exhibition Centre
• Apply: ITF-MAB Exhibitions Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

MANCHESTER:
Menswear Fasion Fair—12-15 September 1976. At Belle Vue
• Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts (Tel. St. Albans 63213).

LONDON:
49th Junior Fashion Fair—18-21 October 1976. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

Display and shop equipment

1976

LONDON:
INTERSHOP Shop and Display Equipment Exhibition—16-19 May 1976. At Empire Hall, Olympia
• Apply: Shop and Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Tel. (22)-48911/2).

BRIGHTON:
SHOPEX Self Service Display Equipment and Shopfitting Exhibition—19-22 September 1976. At Metropole Exhibition Centre. PLEASE NOTE CHANGE OF DATES
• Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Engineering, electrical and electronic, including radio and television

1976

BIRMINGHAM:
I.E.A. '76 Instruments, Electronics and Automation Exhibition—3-7 May 1976. At National Exhibition Centre
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

BIRMINGHAM:
ELECTREX '76 Exhibition—3-7 May 1976. At National Exhibition Centre
† Apply: Electrical Engineers (ASEE) Exhibitions Ltd Wix Hill House, West Horsley, Surrey KT24 6DZ (Tel. 0483 222 888).

BIRMINGHAM:
HEDA International Home Electronics and Domestic Appliances Exhibition—Trade only—23-27 May 1976. 28-21 May, Sound and Vision '76 Section—open to public. At National Exhibition Centre
Apply: Montbuild Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

BRIGHTON:
'Communications '76'—8-11 June 1976. At Metropole Exhibition Centre
† Apply: Tony Davies Communications Ltd., BETA, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

LONDON:
International Audio Festival and Fair—13-19 September, 1976. At Olympia
† Apply: Illiffe Promotions Ltd., Dorset House, Stamford Street, London SE1 9LU (Tel. 01-261 8000). **PLEASE NOTE CHANGE OF ORGANISERS.**

LONDON:
WOODTECHNIK International Woodworking Machinery and Materials Exhibition—12-15 October 1976 PLEASE NOTE THIS EVENT POSTPONED.

BRIGHTON:
INTERNEPCON '76—19-21 October 1976. At Metropole Exhibition Centre
• Apply: Kiver Communications Ltd., 149-155 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281).

LONDON:
MICROFORUM '76 Exhibition—26-29 October 1976. At Wembley Conference Centre
• Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

MANCHESTER:
APEX National Automated Production Exhibition—8-12 November 1976. At Belle Vue
• Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QE (Tel. Oxted 4371).

1977

LONDON:
London Electronic Component Show—17-20 May 1977. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Engineering, other

1976

BIRMINGHAM:
IPHEX '76 International Pneumatics and Hydraulics Exhibition—3-7 May 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

EAST KILBRIDE:
SUB-CEE Subcontracting Engineering Exhibition—11-13 May 1976. At College Milton.
Apply: Scottish Development Agency, Small Busines Div., 27, Walker Street, Edinburgh (Tel. 031 225 2846).

BIRMINGHAM:
MACH 76—International Exhibition of Machine Tools, Gauges and Tooling—22 September-2 October 1976. At National Exhibition Centre
Apply: Machine Tool Trades Association, 62 Bayswater Road, London W2 3PH (Tel. 01-402 6674).

BIRMINGHAM:
PEMEC International Plant Engineering and Maintenance Exhibition and Conference—27 September-1 October 1976. At National Exhibition Centre
• Apply: Clapp and Poliak Europe Ltd., 232 Acton Lane, London W4 5DL (Tel. 01-905 4806).

1977

BIRMINGHAM:
INSPEX Engineering Inspection and Quality Control Exhibition—28 March-1 April 1977. At National Exhibition Centre
† Apply: Business Conferences and Exhibitions (Inspex) Ltd., 153 St. Pauls Wood Hill, Orpington, Kent RB5 2SR (Tel. 01-300 3200).

BIRMINGHAM:
International Mechanical Handling Exhibition—16-21 May 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Dust Control and Air Cleaning Exhibition—20-23 September 1977. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON:
FILTECH International Filtration and Separation Exhibition and Conference—20-23 September 1977. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

BIRMINGHAM:
International Mining Exhibition—10-15 October 1977. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Foodstuffs, food machinery, hotel and catering equipment

1976

LONDON:
The London Meat Trades Fair—16-19 May 1976. At Alexandra Palace, London
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
CTN '76 International Confectionery, Tobacco and Newsagency Exhibition—18-21 May 1976. At Earls Court
• Apply: CTN Enterprises Ltd., Ashley House, 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

BIRMINGHAM:
National Licensed Victuallers Exhibition—7-10 June 1976 At National Exhibition Centre
• Apply: Dennis Beall, L. V. Exhibitions, Morning Advertiser, 57 Effra Road, Brixton, London SW2 1DA (Tel. 01-733 3186).

Footwear

1976

LONDON:
International Footwear Fair—3-6 October 1976. At Olympia
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 02 1-705 6707).

Furniture, furnishings, household equipment and hardware

1976

LONDON:
DECOR International Contract Furnishing and Interior Design Exhibition—16-20 May 1976. At Olympia
• Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101)

MANCHESTER:
1976 British Furniture Manufacturers Exhibition—9-12 August 1976. At Belle Vue and City Hall
• Apply: B.F.M. Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair—7-10 September 1976. At Exhibition Centre
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707)

1977

LONDON:
International Hardware and Housewares Trades Show—30 January-4 February 1977. At Olympia
• Apply: Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks HP13 6RY (Tel. (0494) 881891).

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
International Furniture Show—6-13 February 1977. At Earls Court
• Apply: B.F.M. Exhibitions Ltd., 17 Berners Street London W1P 4DY (Tel. 01-580 5115).

Gas and oil extraction and distribution including offshore activities

1976

LONDON:
13th World Gas Conference and Exhibition—7-11 June 1976 At the South Bank Complex, London
Apply: Exhibition Office, 13th World Gas Conference, 43 Charles Street, Mayfair, London W1X 7PB (Tel. 01-499 1101)

BIRMINGHAM:
Offshore International Exhibition—7-10 December 1976. At National Exhibition Centre
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707)

Handicrafts

1976

LONDON:
International Handicrafts and Do-It-Yourself Exhibition—23 October-6 November 1976. At Olympia
• Apply A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Hospital, medical, surgical and dental equipment

1976

BIRMINGHAM:
International Hospital Equipment and Health Services Exhibition—14-17 June 1976. At National Exhibition Centre. PLEASE NOTE CHANGE OF DATE
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regent's Park, London NW1 4LH (Tel. 01-935 8235).

Jewellery and giftware

1976

LONDON:
8th London International Gifts Fair—15-19 August 1976. At Olympia. PLEASE NOTE CHANGE OF DATES AND VENUE
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201)

LONDON:
Wholesale Buyers Gift Fair—21-25 November 1976. At Mount Royal Hotel, Marble Arch, W1. PLEASE NOTE CHANGE OF DATES
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201)

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SW18 6BW (Tel. 01-855 9201)

Laundry and allied services

1976

BIRMINGHAM:
International Laundry, Dry Cleaning and Allied Trades Exhibition—17-24 June 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Motor vehicles, motor cycles and cycles

1976

LONDON:
International Commercial Motor Transport Exhibition—24 September-2 October 1976. At Earls Court
† Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

LONDON:
International Motor Exhibition—20-30 October 1976. At Earls Court
• Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Music and musical instruments

1976

LONDON:
British Musical Instrument Trade Fair—15-19 August 1976. At Bloomsbury Centre Hotel
• Apply: Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (Tel. 01-428 4700)

Packaging machinery and materials, including containers

1976

LEEDS:
NORTHPACK Northern Packaging Exhibition—21-24 September 1976. At Queens Hall
Apply: Marketing Exhibitions Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901)

1977

BIRMINGHAM:
PAKEX International Packaging Exhibition—14-18 March 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Scientific instruments and nuclear equipment

1977

BIRMINGHAM:
LABEX International Laboratory Apparatus and Materials Exhibition—7-11 March 1977. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Ships and boats

1976

LONDON:
International Marine Exhibition—27-30 April 1976. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

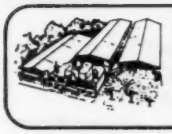
Give your conference, trade fair or exhibition the right address...

Whether you need 100 or 100,000 sq. ft. of floor space Harrogate can accommodate you with a unique complex of Conference Halls, the largest seating 1350, plus three magnificent Exhibition Halls and can provide you with first-class accommodation for over 2,000 delegates. Plus the assistance of a skilled administrative team to help you organise any event, large or small.

For smaller, self-contained sales meetings or Company conferences there are many excellent hotels for 25-200 delegates both in Harrogate and the surrounding district, including the historic city of Ripon and picturesque Knaresborough. If you're looking for the right address - it's Harrogate.

For Conference Brochure contact Tony Miles, Conference and Resort Services Department, Council Offices, Harrogate. Phone 0423 65652. Telex 57895.

We may not be the biggest – but we're certainly the best!



Harrogate's Got What It Takes–And Gives What It's Got!
HARROGATE
Britain's most successful Conference & Exhibition Centre
Member of The Association of British Conference Towns and The European Federation of Conference Towns.

Subscription form for Trade and Industry

To Her Majesty's Stationery Office

London S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Carniff: 41 The Hayes
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: Wine Street

Enclosed please find £18.72 being one year's subscription to *Trade and Industry*.
The copy should be sent to:

Name_____

Address_____

Sports goods and camping equipment, including caravans

1976

KENILWORTH:
WATER '76 International Water Exhibition—27-29 May 1976. At National Agricultural Centre
Apply: National Water Council, National Agricultural Centre, Stoneleigh, Warwickshire CV8 2LG (Tel. Coventry (0203) 56151).

BIRMINGHAM:
ISLE International Sports and Leisure Exhibition—17-20 October 1976. At National Exhibition Centre
• Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

LONDON:
International Caravan and Camping Show—11-21 November 1976. At Earls Court
• Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Camping, Outdoor Life and Travel Exhibition—31 December-9 January. At Olympia
• Apply: Trades Exhibitions Ltd., Exhibition House, Spring Street, London W2 3RB (Tel. 01-262 2886).

Textiles and textile machinery

1976

BIRMINGHAM:
DACTEX International Domestic and Contract Textiles Exhibition—31 October-4 November 1976. At National Exhibition Centre
• Apply: Exhibition Managements Ltd., 159 Mortlake Road, Kew, Surrey TW9 4AP (Tel. 01-876 8661).

Toys and games

1977

BIRMINGHAM:
British International Toy Fair—22-27 January 1977. At National Exhibition Centre. PLEASE NOTE THIS REPLACES FORMER BRIGHTON EVENT
• Apply: British Toy Fairs (International) Ltd., 80 Camberwell Road, London SE5 0EG (Tel. 01-701 7271).

Watches and clocks

1976

LONDON:
International Watch and Jewellery Trade Fair—5-9 September 1976. At Royal Lancaster Hotel. PLEASE NOTE CHANGE OF VENUE
• Apply: IPC Consumer Industries Press Ltd., 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

KENILWORTH:
WATER '76 International Water Exhibition—27-29 May 1976. At National Agricultural Centre
Apply: National Water Council, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire CV8 2LG (Tel. Coventry (0203) 56151).

BIRMINGHAM:
EWT Effluent and Water Treatment Exhibition and Convention—15-20 November 1976. At National Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

BIRMINGHAM:
ENPOCON Environmental Pollution Control Exhibition and Congress—15-20 November 1976. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Other specialised fairs

1976

LONDON:
IFSSEC International Fire, Security and Safety Exhibition—26-30 April 1976. At Olympia
† Apply: Victor Green Publications Ltd., 44 Bedford Row, London WC1R 4BR (Tel. 01-405 1142/3).

LONDON:
EUROPACLEAN International Cleaning and Maintenance Exhibition—26-30 April 1976. At Olympia
† Apply: Turret Press Ltd., Exhibition Division, 886 High Road, London N12 9SB (Tel. 01-446 2411).

BIRMINGHAM:
WORLD SAFE '76—17-21 May 1976. At National Exhibition Centre
• Apply: Royal Society for the Prevention of Accidents, Cannon House, The Priory, Queensway, Birmingham B4 6BS (Tel. 021-233 2461).

BIRMINGHAM:
Surface Treatment and Finishing Show—18-21 May 1976
At National Exhibition Centre
Apply: Andry Montgomery Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

LONDON:
CAXTON '76 (group of exhibitions covering communications, printing, audio-visual aids)—8-12 June 1976. At Olympia
Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
Grosvenor House Antiques Fair—9-19 June 1976. At Grosvenor House
• Apply: David Cohen, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

HARROGATE:
Northern Antique Dealers Fair—16-23 September 1976. At Royal Baths Assembly Rooms, Harrogate
• Apply: Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

STOKE ON TRENT:
INTERCERAMEX '76 Exhibition—27-30 September 1976. At Trentham Gardens
† Apply: British Ceramic Plant and Machinery Manufacturers Association, P.O. Box 9, Sunbury on Thames, Middlesex (Tel. (76) 83280).

HARROGATE:
Fire Fighting and Prevention Exhibition—12-14 October 1976. At Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1977

HARROGATE:
POWTECH International Powder Technology and Bulk Solids Exhibition and Conference—15-17 March 1977. At Exhibition Centre
† Apply: Specialist Exhibitions Ltd., Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

BIRMINGHAM:
International Reclamation and Disposal Exhibition—12-16 September 1977. At National Exhibition Centre
Apply: Maclaren Publishers Ltd., P.O. Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (Tel. 01-688 7788).

Services to exporters

The following Government offices provide services for UK exporters:

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Scotland
Scottish Economic Planning Department
Industrial Development Division
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Wales
Welsh Office
Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 INDUSTRY CARDIF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from local offices of Customs and Excise, addresses of which appear in the telephone directory or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback of Excise Duty on mixed or blended beers.
17	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	ATA Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
172	Hydrocarbon Oils: drawback of Excise Duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Duty relief under the Import Duties Act 1958, and pre-financing of Common Agricultural Policy Export refunds.
224	Beer exported on drawback as merchandise: examination and sampling.
241	European Economic Community: Compensatory Levy.
275	Documentation of Exports for Statistical Purposes.
276	Customs Entry forms in the C273 Series: Guidance on their completion.
290	Export of personal and household effects.
291	Effect of budget changes on claims for drawback.
300	Export reliefs scheduling scheme.
703	VAT – Exports.
704	VAT – Retail Export Schemes.
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750 and Supplement	Community transit – this describes the system as a whole.
750A	List of Community Transit Offices.
750B	Community transit – Extension to cover Austria and Switzerland.
751 and Supplement	Notes on completing Community transit forms T1, T2 and T3 and Control Copy T forms.
751A	Notes on completing Community transit movement certificates.
752	Free circulation of goods in the European Community.
753	Community transit – the simplified procedure for goods carried by rail.
754	Community transit – Intra-Community treatment of the catches of fishing vessels registered in Member States.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as the descriptive part of Community transit forms T1, T2 and T3.
757	Community transit – Pre-authenticated movement certificate Form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800 (Aug 1975)	The European Economic Community. Common Agricultural Policy: Customs procedures in respect of export refunds, levies and licences.
810	EEC Preferences – Free Trade Agreements between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
811	EEC Preferences – Greece.
812	EEC Preferences – Turkey.
813, 813B	EEC Preferences – Israel.
817	EEC Preferences – Tunisia.
818	EEC Preferences – Egypt.
819	EEC Preferences – Cyprus.
820, 820A	EEC Preferences – Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
825	The ACP/EEC Convention of Lomé: tariff preferences.
830	Arrangements between Denmark and United Kingdom.

Consolidated list of goods subject to security export control

The attention of manufacturers and exporters is drawn to the following Schedule of Goods which replaces the list appearing in *Trade and Industry* for 12 October 1972 (as amended). This schedule defines goods which may be subject to export restrictions for reasons of national security. The licensing requirements apply to most destinations but the security implications arise principally in relation to exports to Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, North Korea, North Vietnam, Poland, Romania and the USSR. For other destinations licences will be more freely available, but restrictions will apply in some cases, particularly for goods in the M.L. and A.E. lists.

The restrictions do not represent a total ban on exports, even to the countries named above, of all goods in the Schedule. Export licences will be allowed for many types of goods, but each case is considered individually. For the export of goods covered by the notes in italics, export licences should be forthcoming in most circumstances. Applications for licences to export goods covered by other items in this Schedule will be considered on receipt of the requisite details, ie full supporting information, including a precise description of the goods involved, the use to which they are to be put, the importer and the ultimate user of the goods. It should be particularly noted that this type of information including English translations of foreign importers' titles and designations of end-users, where available, will greatly assist in the expeditious provision of any export licences. It is in the interest of exporters to submit their applications for licences as far in advance of intended date of shipment as is practicable.

The purpose of these restrictions may be defeated if the countries mentioned above are supplied with technological information relating to the goods appearing in the Schedule. Great care should, therefore, be taken to prevent this happening – for example, when technicians or students from these countries are visiting or being trained at British factories. Where manufacturers or exporters wish to conclude agreements involving the supply of technology to any of these countries, they should consult the Departments of Trade or Industry (CRE4 or the sponsoring branch for the industry concerned). This particularly applies to any case where it seems that the technology involved might assist the manufacture of goods in the Schedule.

The Schedule is prepared for general information and guidance. It does not, in this form, have force of law, nor does it deal with all goods which are subject to export control. For the complete Schedule of goods which currently require licensing, reference should be made to the Export of Goods (Control) Order, 1970, as amended. A revised version of this Statutory Order should soon be issued. This Statutory Order or amendments to it will give effect to the changes shown in the Schedule. Additionally, manufacturers and exporters are advised that this list is not necessarily exhaustive and that further amendments may be issued from time to time. Any amendments will also be reflected in similar amendments to the Statutory Order.

General inquiries about the Schedule should be addressed to the Commercial Relations and Exports Division (CRE4), Department of Trade, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (telephone 01-212 6670/6792) or to the appropriate sponsoring branch for the industry. Applications for export or transhipment licences should be addressed to the Export Licensing Branch, Department of Trade, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB (telephone: Munitions list items 01-215 4237, Atomic energy list items 01-215 4236, Industrial list items 01-215 4246) to whom inquiries should be made in any case of doubt as to whether export licences are required. Further copies of the Schedule may be obtained from either Export Licensing Branch or CRE4.

The attention of exporters is also drawn to the Notice (Exports of goods of US origin) published on page 166/167 of *Trade and Industry* dated 16 January 1976.

Munitions list

M.L.1. Small arms and machine guns, as follows:

(a) Rifles, carbines, revolvers, pistols, machine pistols and machine guns;
(b) All specifically designed components and parts therefor.

Pistols (non-automatic or semi-automatic) for short range (less than 25m) defence and having a calibre of less than 9mm parabellum; Rifled-bore sporting or hunting weapons having an integral or non-detachable five-shot magazine capacity, are manually operated or semi-automatic gas operated and with cartridge ejection and reloading; and
Rifles, carbines or pistols designed only for sporting purposes or capable of being used only for ornamental purposes.

M.L.2. Large calibre armament or weapons and projectors, as follows:

(a) Guns, howitzers, cannon, mortars, tank destroyers, projectile and rocket launchers, military flame throwers, recoilless rifles;
(b) Military smoke, gas and pyrotechnic projectors;
(c) All specifically designed components and parts of the foregoing.

M.L.3. Ammunition and all specifically designed components and parts thereof, for the weapons enumerated under Items M.L.1 and M.L.2.
For use with weapons described in the note in italics to M.L.1;
Target ammunition;
Cartridges with an expanding bullet of the type used for hunting or sport;
Ammunition or cartridges specifically intended for the testing of firearms; provided that such ammunition is for weapons described in the Note of M.L.1.

M.L.4. Bombs, torpedoes, rockets and missiles (guided or unguided), as follows:

(a) Bombs, torpedoes, grenades (including smoke grenades), smoke canisters, rockets, mines, missiles (guided or unguided), depth charges, fire bombs, incendiary bombs, and military demolition charges, devices and kits, pyrotechnic flare signals for military use, cartridges and simulators; and all specifically designed components and parts therefor;
(b) Apparatus and devices specifically designed for the handling, control, activation, launching, laying, sweeping, discharging, detonation or detection of items enumerated in sub-item (a); and all specifically designed components and parts therefor;
(c) Military fuel thickeners specifically formulated for the purpose of producing materials which, when added to petroleum products, provide a gel-type incendiary material for use in bombs, projectiles, flame throwers or other implements of war.

M.L.5. Fire control equipment and range finders, as follows:

(a) Fire control, gun laying, night sighting, missile tracking and guidance equipment;
(b) Range, position and height finders, and spotting instruments specially designed for military purposes;

(c) Aiming devices, electronic, gyroscopic, acoustic and optical, specially designed for military purposes;
(d) Bomb sights, bombing computers, gun sights and periscopes specially designed for military purposes;
(e) Television sighting units specially designed for military use;
(f) Components, parts, accessories, and attachments specially designed for the articles enumerated in sub-items (a), (b), (c), (d) and (e) above.

M.L.6. Tanks, and vehicles specially designed for military purposes, as follows:

(a) Tanks and self-propelled guns;
(b) Military type armed or armoured vehicles and vehicles fitted with mountings for arms;
(c) Armoured railway trains;
(d) Military half tracks;
(e) Military type recovery vehicles;
(f) Gun carriers and tractors specially designed for towing artillery;
(g) Trailers, specifically designed to carry ammunition;
(h) Amphibious and deep water fording military vehicles;
(i) Military mobile repair shops specifically designed to service military equipment;
(j) All other specially designed military vehicles;
(k) Pneumatic tyre casings (excluding tractor and farm implement types) of a kind specially constructed to be bullet-proof or to run when deflated;
(l) Engines for the propulsion of the vehicles enumerated in sub-items (a) to (j) above, specially designed or essentially modified for military use; parts thereof;
(m) All specially designed components and parts, *except* engines, for the foregoing.

M.L.7. Toxicological agents, and tear gas, as follows:

(a) Biological, chemical and radio-active materials adapted for use in war to produce casualties in men or animals, or to damage crops;
(b) Equipment specifically designed and intended for the dissemination of the materials described in sub-item (a);
(c) Equipment specifically designed and intended for defence against the materials described in sub-item (a), and for their detection and identification.
(d) Components and parts specially designed for the items listed in (b) and (c) above;
(e) Tear gas and equipment for the dissemination thereof.

M.L.8. Powders, explosives, propellants and fuels as follows:

(a) Powders and liquid or solid propellants for the articles enumerated in Item 3, 4 and 7, and stabilisers therefor;
(b) Military high explosives and stabilisers therefor;
(c) Chemical base high energy solid or liquid fuels, including aircraft fuels, specially formulated for military purposes;

Propellants and explosives normally used for civilian or industrial purposes or made into cartridges or charges of an exclusively civilian or industrial nature.

M.L.9. Vessels of war, and special naval equipment, as follows:

(a) Combatant vessels or vessels designed for offensive or defensive action (surface or underwater) whether or not converted to non-military use and regardless of current state of repair or operating condition, and hulls or parts of hulls for such vessels;
(b) (1) Diesel engines of 1,500 horse power and over with rotary speed of 700 revolutions per minute or over, specially designed for submarines;
(2) Electric motors specially designed for submarines, ie over 1,000 horse power quick reversing type, liquid cooled and totally enclosed;
(3) Non-magnetic diesel engines, 50 horse power and over, specially designed for military purposes;
An engine shall be presumed to be specially designed for military purposes if:
(i) it has non-magnetic parts other than crankcase, block, head, pistons, covers, end plates, valve facings, gaskets and fuel, lubrication and other supply lines; or
(ii) its non-magnetic content exceeds 75 per cent of total weight;
(c) Magnetic, pressure, and acoustic underwater detection devices specially designed for military purposes; controls and components thereof;
(d) Submarine and torpedo nets;
(e) Compasses and equipment therefor and ship's course indicators, specially designed for submarines;
(f) Components, parts, accessories and attachments for the foregoing such as turrets, naval gun mounts, submarine batteries and catapults.

M.L.10. Aircraft and helicopters, of the piloted or pilotless types and aero-engines and aircraft or helicopter equipment, associated equipment and components, specially designed for military purposes as set out below:

(a) Combat aircraft and helicopters and other aircraft and helicopters specially designed for military purposes, including military reconnaissance, assault, military training and logistic support, and all aircraft and helicopters having special structural features such as multiple hatches, special doors, ramps, reinforced floors and the like, for transporting and air-dropping troops military equipment and supplies; aero-engines specially designed or adapted for use with such aircraft and helicopters, with the exception of aero-engines excepted under the note to Item 1460(c) (Group E); and component parts thereof;
(b) Airborne equipment, including airborne refuelling equipment, specially designed for use with the aircraft and helicopters and the engines of the types of aircraft and helicopters covered by sub-item (a) and component parts thereof;
(c) Pressure refuellers, pressure refuelling equipment, equipment specially designed to facilitate operations in confined areas and ground equipment not elsewhere specified, developed specially for aircraft and helicopters, aircraft and helicopter engines covered by sub-item (a);
(d) Pressurised breathing equipment and partial pressure suits for use in aircraft and helicopters; anti-'G' suits; military crash helmets; parachutes used for combat personnel, cargo-dropping, and aircraft deceleration; liquid oxygen converters used for aircraft, helicopters and missiles; catapults, and cartridge actuated devices utilised in emergency escape of personnel from aircraft and helicopters.

M.L.11. Electronic equipment specially designed for military use; and components and parts therefor.

M.L.12. Photographic equipment, as follows:

(a) (1) Air reconnaissance cameras and associated equipment designed and used for military purposes;
(2) Film processing and printing machines designed and used for military purposes;
(b) Other cameras and other devices recording on film specially designed and used for military purposes, and specialised equipment designed to make the recorded information militarily useful;
(c) All specially designed components and parts for the foregoing.

M.L.13. Special armoured equipment, as follows:

(a) Armour plate;
(b) Military helmets;
(c) Body armour and flak suits;
(d) Components and parts specially designed for equipment in (c) above.

Explanatory Note: Sub-item (b) above is not intended to cover conventional steel helmets not equipped with, modified or designed to accept any type of accessory device.

M.L.14. Specialised military training equipment, as follows:

(a) Specialised military training equipment;
(b) Components, parts, attachments and accessories specially designed for such equipment.

M.L.15. Military infra-red equipment and image intensifier equipment and specialised components therefor.
(See also items I.L.1502, 1555 and 1556)

M.L.16. Munitions components and materials, as follows:

(a) Brass and bronze fabrications for primer anvils, fabrications for bullet caps (gilding metal clad steel), cartridge link, primer cap, shell rotating band;
(b) Copper rotating bands for shells, and other copper munitions components;
(c) Gilding metal clad steel;
(d) Rough steel forgings, steel and alloy castings for guns and for arms.

M.L.17. Miscellaneous equipment and materials, as follows:

(a) Self-contained diving and underwater swimming apparatus as follows:
  (1) Closed and semi-closed circuit (rebreathing) apparatus;
  (2) Specially designed components for use in the conversion of open-circuit apparatus to military use;
  (3) Articles exclusively designed for military use with self-contained diving and underwater swimming apparatus;
(b) Bayonets;
(c) Fire arms silencers (mufflers);
(d) Power controlled searchlights and control units therefor, designed for military use;
(e) Construction equipment built to military specifications, specially designed for airborne transport.

M.L.18. Specialised machinery, equipment, and gear specially designed for the examination, manufacture, testing and checking of the arms, ammunition, appliances and machines referred to in this Group:

Equipment used to determine the safety data of explosives, as required by the International Convention on the Transport of Dangerous Goods (CIM), article 3 and 4 in Annex 1 RID, provided that such equipment will be used only by the railway authorities of current CIM members, or by Government accredited testing facilities for the testing of explosives to transport safety standards, as follows:

(a) Equipment for determining the ignition and deflagration temperatures;
(b) Equipment for steel-shell tests;
(c) Drop hammers not exceeding 20kg in weight for determining the sensitivity of explosives to shock;
(d) Equipment for determining the friction sensitivity of explosives when exposed to charges not exceeding 36kg in weight.

M.L.19. Environmental chambers capable of pressures below 10^{-4} Torr, and specialised parts, components and ancillary equipment therefor.
Explanatory Note: This item is not intended to cover equipment fitted with such industrial machinery as is not described in this list such as coating machinery not elsewhere specified, and equipment for the casting of plastics.

M.L.20. Cryogenic equipment, as follows:

(a) equipment designed for maintaining an ambient temperature below −170°C (−274°F):
  1 Designed for use in marine, airborne or space applications; or
  2 Ruggedised for mobile ground use;
(b) Electrical, magnetic and electronic equipment or components, and electrical conductors, specially designed for operation continuously or discontinuously at ambient temperatures below −170°C (−274°F) as follows:
  (1) Superconductive metals, alloys, compounds, composites and intercalate materials, *except*
    (i) Superconductive wire having a filament cross-sectional area of 4.42×10^{-3}mm² (or 75 microns diameter) or greater;
    (ii) Superconductive niobium-titanium wire having a filament cross-sectional area of 1.26×10^{-3}mm² (or 40 microns diameter) or greater in a copper matrix;
  (2) Components, the following:
    (i) Josephson effect devices
    (ii) Dayem bridges
    (iii) proximity effect bridges
    (iv) super-normal-super (SNS) proximity devices
    (v) memory and logic devices
    (vi) phase slip devices
  (3) High field-high current density super-conductive magnets rated for producing magnetic fields of 30 kilogauss or greater at current densities of 10,000 amperes per square centimetre or greater and specialised components therefor, *except* magnets with coil outside diameter greater than 5cm and less than 50cm.
  (4) Superconducting electrical equipment (rotating machines and transformers) designed for use in marine or airborne applications, and specialised components therefor;
(c) Specially designed accessories, sub-assemblies, parts or components for sub-items (a) and (b).

Niobium-titanium wire covered by sub-item (b)(1) above having a filament cross-sectional area of 9.5×10^{-5}mm² (or 11 microns diameter) or greater in a copper matrix, in quantities not exceeding 10kg.

M.L.22. Electrically triggered shutters of the carbon injection or photochromic function type having a shutter speed of less than 100 microseconds, *except* shutters which are an essential part of a high speed camera.

Atomic energy list

A.E.1. Source (fertile) the fissionable materials, including, but not limited to, the following eight items:

(a) Minerals, raw and treated (including residues and tailings), which contain either uranium or thorium or any combination thereof, exceeding 0.05 per cent by weight, as follows:
  (i) Ores containing uranium including pitchblende;
  (ii) Monazite and monazite sands;
  (iii) Ores containing thorium including urano-thorianite;
(b) Natural uranium, unwrought or wrought, including alloys and compounds of natural uranium, having a uranium content exceeding 0.05 per cent, *expecting* medicinals;
(c) Uranium 233, alloys containing uranium 233 and compounds of uranium 233;
(d) Uranium enriched in the isotope 235, alloys containing uranium enriched in the isotope 235, and compounds of uranium enriched in the isotope 235;
(e) Irradiated uranium containing plutonium;
(f) Plutonium, alloys containing plutonium and compounds containing plutonium;
(g) Thorium, unwrought or wrought, and alloys and compounds containing thorium *excluding* alloys containing less than 1.5 per cent of thorium by weight and *except* medicinals:
(h) Irradiated thorium containing uranium 233.
  (a) Individual shipments of up to 100kg of contained thorium in compounds and up to 1kg of thorium metal;
  (b) Individual shipments of up to 1kg of natural and/or depleted uranium;
  (c) Individual shipments of up to 1,000kg of depleted uranium if contained in shielding specially designed for teletherapy, radiography or radioactive thermo-electric generators, and supplied together with such apparatus;
  (d) Subsequent shipments of fuel for civil research and power reactors exported under the Note to Item A.E.36;
  (e) Individual shipments of up to 1/100 micro-curie of materials described in (c), (d), (e), (f) and (h);
  (f) Depleted uranium fabricated in the form of counterweights either installed as integral parts of or supplied as replacement parts for aircraft not described in this list.
  (g) Individual shipments of up to 100mg of materials described in (d) and (f) above in the form of targets for nuclear research purposes provided that the material is subject to the Safeguards System of the International Atomic Energy Agency.
  (h) Individual shipments of up to 1,000kg of thorium nitrate (mantle grade) for use in the production of thoriated gas mantles.

A.E.5. Deuterium and production equipment therefor, as follows:

(a) Deuterium and compounds, mixtures and solutions containing deuterium, including heavy water and heavy paraffins, in which the ratio of deuterium atoms to hydrogen atoms exceeds 1:5,000 by number;
(b) Plant and equipment specially designed for the production and/or concentration of deuterium oxide.

Individual shipments containing up to 10kg of deuterium, except as limited by sub-item A.E.35 (b);

Subsequent shipments of deuterium for use in reactors exported under the Note to Item A.E.36.

A.E.8. Zirconium metal, alloys containing more than 50 per cent zirconium by weight and compounds in which the ratio of hafnium content to zirconium content is less than one part to 500 parts by weight, and manufactures wholly thereof.

(a) *Individual shipments of up to 5kg of hafnium-free zirconium;*
(b) *Individual shipments of up to 200kg of hafnium-free zirconium in the form of foil or strip having a thickness and exceeding 0.00095 in and specially fabricated and intended for use in photo flash bulbs;*
(c) *Finished parts of zirconium metal or its alloys specially designed for an identified civil research or power reactor provided that none of the parts contain fissile materials and the importing country has agreed to the application of the safeguards of the International Atomic Energy Agency (IAEA) to the nuclear reactor facility;*
(d) *One-time shipments not exceeding 100kg of contained zirconium metal or parts made therefrom when intended for use in or in support of, an identified civil research or power reactor facility over which it is contemplated that IAEA safeguards would be applied.*

A.E.11. Nickel as follows:
Powder, having a nickel content of not less than 99 per cent and a particle size of less than 100 microns; and Porous metal having a mean pore size not exceeding 25 microns and a nickel content of not less than 99 per cent *except* single porous nickel metal sheets not exceeding 144 in² (930cm²) for use in batteries with civil applications. (See also Item IL 1661).
Explanatory note: Porous nickel as defined above refers to porous metal manufactured from nickel powder as defined above, which has been compacted and sintered to form a metal material with fine pores interconnected throughout the structure.

Nickel powder in uncompacted powder form not made by the carbonyl process.

Individual shipments of up to 50kg of nickel powder in uncompacted powder form made by the carbonyl process.

A.E.12. Beryllium metal and manufactures wholly thereof, *except* beryllium windows for medical X-ray machines; alloys containing more than 50 per cent of beryllium by weight; oxides and other compounds.

Individual shipments of the above products containing up to:
500g of beryllium of a purity of 99 per cent or less; or
100g of beryllium (except single crystals), with a purity greater than 99 per cent, or
5kg of beryllium contained in compounds with a purity of less than 99 per cent.

A.E.14. Fluorine.
Shipments containing up to 25kg of fluorine.

A.E.15. Chlorine trifluoride.
Shipments containing up to 5kg of chlorine trifluoride.

A.E.18. Equipment specifically designed for the separation of isotopes of uranium and/or lithium.

A.E.19. Machines, materials or equipment specially designed for use in the processing of irradiated nuclear materials in order to isolate or recover fissionable materials, such as nuclear reactor fuel chopping machines, countercurrent solvent extractors, and specially designed parts and accessories therefor.

A.E.23. Any plant specially designed for the production of uranium hexafluoride (UF_6).

A.E.24. Valves, 3cm or greater in diameter, with bellows, seal, wholly made of or lined with aluminium, nickel, or alloy containing 60 per cent or more nickel, either manually or automatically operated.
Metal to metal seat valves for non-atomic energy purposes

A.E.29. Gas centrifuges capable of the enrichment or separation of isotopes and specially designed parts and equipment for gas centrifuges and gas centrifuges installations.

Gas centrifuges specially designed for industrial use and not suitable for atomic energy production use.

A.E.30. Blowers and compressors (turbo, centrifugal and axial flow types), wholly made of or lined with aluminium, nickel, or alloy containing 60 per cent or more nickel, and having a capacity of 60 cubic feet per minute (1,700 litres per minute) or greater.

A.E.31. Electrolytic cells for the production of fluorine with a production capacity greater than 250g of fluorine per hour; major components thereof.

A.E.33. Heat exchangers suitable for use in gaseous diffusion plants, ie heat exchangers made of aluminium, copper, nickel, or alloy containing more than 60 per cent nickel, or combinations of these metals as clad tubes, designed to operate at sub-atmospheric pressure, with a leak rate of less than 10^{-4} atmospheres per hour under a pressure differential of 1 atmosphere.

A.E.34. Artificial graphite having a boron content of less than or equal to 1 part per million, the total thermal absorption cross section being less than or equal to 5 millibarns per atom. (See also Item IL 1673).

Individual shipments of up to 100kg of artificial graphite as specified above;
Subsequent shipments of artificial graphite as specified above in reactors. exported as exceptions to Item A.E.36 as defined in the note thereto.

A.E.35. Lithium, as follows:

(a) Metal;
(b) Hydrides, in which lithium, whether normal, depleted or enriched in the 6 isotope, is compounded with hydrogen or its isotopes or complexed with other metals or aluminium hydride
(c) Alloys, as follows:
  (1) Magnesium-based alloys containing 10 per cent or more lithium
  (2) Containing 50 per cent or more of lithium either normal or depleted in the 6 isotope; or
  (3) Containing any quantity of lithium enriched in the 6 isotope;
(d) Any other material containing lithium enriched in the 6 isotope, including compounds, mixtures and concentrates.

Shipments containing up to 1kg of lithium metal not enriched in the 6 isotope or up to 10kg of lithium hydride, either completed with other metals or not, in which the lithium is not enriched in the 6 isotope and is not compounded with the heavier isotopes of hydrogen.

A.E.36. Nuclear reactors, ie reactors capable of operation so as to maintain a controlled, self-sustaining fission chain reaction; major components designed or intended for use in a nuclear reactor such as reactor vessels, core support structures, coolant pumps, fuel element handling equipment, heat exchangers and control rod drive mechanisms; power generating and/or propulsion equipment not elsewhere specified, specially designed for use with nuclear reactors.

Civil research and power reactors provided that countries to which they are destined support the International Atomic Energy Agency system of safeguards.

A.E.37. Hafnium metal, and alloys and compounds of hafnium containing more than 60 per cent hafnium by weight.
Shipments of up to 1kg of contained hafnium.

A.E.38. Calcium containing both less than one-hundredth (0.01) per cent by weight of impurities other than magnesium and less than 10 parts per million of boron.
Shipments containing up to 25kg calcium as defined above.

A.E.39. Tritium, its compounds, and their mixtures in which the ratio of tritium to hydrogen by atoms exceeds one part in 1,000.
Explanatory Notes:

1 The only compounds and mixtures excluded by this definition are those where the separation of the tritium from its compounds cannot result in the evolution of an isotopic mixing of hydrogen in which the ratio of tritium to hydrogen by atoms exceeds one part in 1,000.
2 The quantities of tritium specified below contained in the following specified classes of products are excluded from coverage by this definition:
  (a) Labelled compounds not exceeding 100 curies per shipment;
  (b) Self-luminous products, gas and aerosol detectors, electron

tubes, lightning or static electricity gradient meters, devices designed for the ionisation of air, including static elimination devices, ion generating tubes, detector cells of gas chromatography devices, and calibration standards;

provided that each product or device contains not more than 40 curies of tritium in any chemical or physical form.

Individual shipments containing up to 100 *curies of tritium, except as limited by sub-item (b) of A.E.*35.

Individual shipments containing up to 500 *curies of tritium when contained in luminous paint, or in a paint constituent; in the form of tritium activated zinc sulphide phosphor in which the tritiating agent is a compound containing part of its chemically bound hydrogen in the form of a tritium isotope.*

A.E.40. Neutron generator tubes designed for operation without an external vacuum system, and utilising electrostatic acceleration to induce a tritium-deuterium nuclear reaction.

Types technically the same as those already exported.

A.E.41. Process control instrumentation specially designed or modified for monitoring or controlling the processing of irradiated fissionable or fertile materials or irradiated lithium.

(See also Item A.E.19).

Industrial list

Group A. Metal-Working Machinery

1072. Presses and specialised controls, accessories and parts therefor, as follows:

(a) Presses (stabilised equipment using rams) for applying high impact energy work forces through use of explosives or compressed gases including air;

(b) Presses specially designed or redesigned for the working or forming of metals, alloys or other materials with a melting point exceeding 1,900 °C.

(c) Hydraulic presses as follows:
  (i) Vertical presses having a total rated force of over 10,000 tons.
  (ii) Horizontal presses having a total rated force of over 5,000 tons

(d) Isostatic press systems as follows:
  (i) capable of achieving a maximum working pressure of 20,000 lb/in² (1,406kg/cm²) or greater and possessing a chamber cavity with an inside diameter in excess of 16 in (40.6cm), or
  (ii) capable of achieving a maximum working pressure of 5,000 lb/in² (351kg/cm²,) or greater, and having a controlled thermal environment within the closed cavity, except those possessing a chamber cavity with an inside diameter of less than 5 in (127mm) and which are also capable of achieving and maintaining a controlled thermal environment only between +80°C and −35°C.

Explanatory Note: Isostatic presses are those capable of pressurising a closed cavity through various media (gas, liquid, solid particles, etc) to create equal force in all directions within the cavity upon a work-piece or material.

(e) Control equipment, accessories and parts which are specially designed for the above presses.

Hydraulic presses described in sub-item (c) not specially designed for use in forming aircraft, missile or space vehicle parts, in powder metallurgy or in ceramics production where the total rated force is less than 30,000 *tons for vertical presses and* 10,000 *tons or less for horizontal presses; and*

Parts included in sub-item (e) to service presses previously exported under the first part of this note.

1075. Spin-forming and flow-forming machines, double support or three roller types, as follows:

(a) Horizontal spindle type designed to have and having a drive motor of 80 hp (59kW) or more;

(b) Vertical spindle type designed to have and having a drive motor of 50 hp (37kW) or more.

1080. Machines and equipment, including specialised tooling and fixtures specially designed for making or measuring gas turbine blades.

1081. Machinery for use in the manufacture of aircraft, as follows:

(a) Machinery specially designed for the working or forming of aircraft sheet, plate or extrusion;

(b) Machinery specially designed for the milling of aircraft skin.

Unimproved machinery as above originally produced more than ten years prior to the proposed export.

1086. Machines specially designed for the manufacture of jet engines, the following:

(a) Jet engine compressor or turbine disc turning machines;

(b) Jet engine rotor grinders.

1088. Gear making and/or finishing machinery, as follows:

(a) Gear grinding machines, generating type, capable of accepting gear blanks of 914mm (36 in) work diameter or more;

(b) Gear grinding machines, generating type, designed to grind gears to a face-width of 177mm (7 in) or more, for the production of helical or herring-bone gears;

(c) Capable of the production of gears of a module finer than 0.5mm (diametral pitch finer than 48) and meeting a quality standard better than DIN 58405 Class 6.

Explanatory note: If rated in AGMA or Admiralty standards and not rated in DIN 58405, AGMA 11 or Admiralty Class I shall be considered to be the equivalent of DIN 58405 Class 6.

1091. Numerical control systems, as follows:

(a) Units for numerically controlling simultaneously coordinated (contouring and continuous path) movements of machine tools and dimensional inspection machines in two or more axes, *except* units having all of the following characteristics:
  (i) Hardwired (not softwired, ie not Computerized Numerical Control (CNC);
  (ii) No more than two contouring interpolating axes can be simultaneously coordinated;
  (iii) Minimum programme increment equal to or greater (coarser) than 0.001mm;
  (iv) Without interface to allow direct computer input.

Explanatory Notes:

1 "Interpolating" in sub-item (a)(ii) above is understood to be any mathematical function including linear and circular.

2 The units described in sub-item (a)(ii) above may have one or more positioning axes in addition to two contouring axes. The units may have more than one set of two contouring axes (eg units controlling two independent railheads on a vertical turret lathe), provided a separate feedrate number is required for each set of two contouring axes, and a single feedrate number (standard or optional) does not control more than any two contouring axes.

(b) Machine tools and dimensional inspection machines, which according to the manufacturer's technical specifications can be equipped with controls covered by sub-item (a) above, *except*:
  (i) boring mills, milling machines, and machining centres, having all the following characteristics:
    (1) Maximum slide travel in any axis equal to or less than 3,000mm;
    (2) Positioning accuracy of any axis equal to or greater than ± 0.01mm per 300mm and 0.005mm for each additional 300mm;
    (3) Spindle power equal to or less than 20kW;
    (4) Single-working spindle;
    (5) Axial and radial axis motion measured at the spindle axis in one revolution of the spindle equal to or greater than $D \times 2 \times 10^{-5}$mm TIR (peak-to-peak), where D is the spindle diameter in millimetres;
    (6) Not more than 3 axes capable of simultaneously coordinated

contouring motion regardless of the NC unit connected to the machine;

(ii) machine tools (other than the machines described in (i) above) and dimensional inspection machines having all of the following characteristics;

(1) Positioning accuracy of any axis equal to or greater than ± 0.01mm per 300mm and 0.005mm for each additional 300 mm.;

(2) Radial axis motion at the spindle axis equal to or greater than 0.0008mm TIR (peak-to-peak) in one revolution of the spindle (for lathes and other turning machines);

(3) Not more than 3 axes capable of simultaneously coordinated contouring motion regardless of the NC unit connected to the machine;

Explanatory Notes:

1 The machines defined in sub-item (b)(i)(4) above may have multiple tool heads or turrets, but only one working spindle (standard or optional) may be operative at a time.

2 The machines defined in sub-items (b)(i)(6) and (b)(ii)(3) above may have more than one work station, but each station shall be limited to 2-axis contouring (eg vertical turret lathes with two independent railheads). The machines may have one or more discrete positioning mode axes, (eg discrete positioning rotary table) in addition to the three contouring axes. Secondary contouring axes parallel to primary contouring axes (eg W-axis of a boring mill that has a primary Z-axis) are not to be considered when determining the number of contouring axes.

3 The value of the positioning accuracy described in sub-items (b)(i)(2) and (b)(ii)(1) above does not include the width of backlash. This value is determined by the usual statistical methods (random tests), ie by approaching from only one direction a minimum of five measurement points up to a maximum of twenty-five measurement positions as random tests along one axis.
National standards, eg the German VDI standards No 3254, sheet 1, and/or the United States NMIBA standards, can be taken as binding standards for this measuring method.

(c) Direct Numerical Control (DNC) systems consisting of a dedicated stored programme computer acting as a host computer and controlling, on-line or off-line, one or more numerically controlled machine tools or inspection machines, as defined in sub-item (b) above, related software, and inter-face and communication equipment for data transfer between the host computer memory, the interpolation functions, and the numerically-controlled machine tools;

(d) Specially designed sub-assemblies which can upgrade the capabilities of numerical control units and machine tools so that they would become embargoed by sub-items (a), (b) or (c) above.

Numerical control units:

(1) *Incorporated in and exported with the machine tool or dimensional inspection machine exportable under the exception clause of sub-item (b) above, and having all of the following characteristics:*
(a) Hardwired (not softwired), ie not CNC);
(b) No more than three contouring interpolating axes can be simultaneously coordinated;

Explanatory Note:

1 *"Interpolating" is understood to be any mathematical function including linear and circular.*

2 *Units may have one or more positioning axes in addition to three contouring axes.*

(c) Minimum programmable increment equal to or greater (coarser) than 0.001mm;

(d) Without interface to enable direct computer input.

(2) *For incorporation in machine tools and dimensional inspection machines produced in the proscribed areas, provided that such tools, after being equipped with these numerical control units, are sold or otherwise disposed of in non-proscribed countries.*

Computer Numerical Control (CNC) units to civil end-users other than aerospace provided that:

(a) at the time of export, the units are incorporated in non-controlled machine tools or equipment.

(b) The CNC units are designed to have all of the following characteristics.

(1) *No more than two contouring interpolating axes can be simultaneously coordinated;*
Explanatory Note:
1 *"Interpolating" is understood to be any mathematical function including linear and circular.*
2 *Units may not have additional positioning axes.*

(2) *The cabinet shall be designed for only 2-axis operation (ie there shall be no additional card rack locations, wiring provisions for more than two servo-loops, nor physical space for later additions of these types of items);*

(3) *Memory is limited to and not capable of being extended beyond that enabling a maximum of two-axis simultaneous velocity and path generation, plus 400 characters (8-bit) of part programme storage;*

(4) *Power supply is limited to two-axis operation;*

(5) *Minimum programmable increment equal to or greater (coarser) than 0.001mm.;*

(6) *Without interface to enable data exchange with another computer;*

(7) *Software and documentation is strictly limited to accord with the above characteristics.*

1093. Components and specially designed parts for machine tools and dimensional inspection machines covered by Item 1091, as follows:

(a) Spindle assemblies, consisting of spindles and bearings as a minimal assembly, *except* those assemblies with axial and radial axis motion measured along the spindle axis in one revolution of the spindle equal to or greater (coarser) than the following:
(i) 0.0008mm TIR (peak-to-peak) for lathes and turning machines; or
(ii) $D \times 2 \times 10^{-5}$mm TIR (peak-to-peak), where D is the spindle diameter in millimetres, for milling machines, boring mills, jig grinders, and machining centres;

(b) Lead screws, including ball nut screws, *except* those having all of the following characteristics:
(i) Accuracy equal to or greater (coarser) than 0.004mm/300mm;
(ii) Overall accuracy equal to or greater (coarser) than $(0.0025 + 5 \times 10^{-6} \times L)$ mm, where L is the effective length in millimetres of the screw;
(iii) Concentricity of the centre line of the journal bearing surface and the centre line of the major diameter of the screw equal to or greater (coarser) than 0.005mm. TIR (peak-to-peak) at a distance of three times the diameter of the screw or less from the journal bearing surface;

(c) Linear and rotary position feedback units including inductive type devices, graduated scales, and laser systems, *except*:
(i) Linear types having an accuracy equal to or greater (coarser) than $(0.0004 + 13 \times 10^{-6} \times L)$mm for L equal to or less than 100mm and $(0.0015 + 2 \times 10^{-6} \times L)$mm, for L greater than 100mm where L is the effective length in millimetres of the linear measurement, and
(ii) Rotary types having an accuracy equal to or greater (coarser) than two seconds of arc.

Group B. Chemical and petroleum equipment

1110. Gas liquefying equipment, as follows:

(a) Equipment for the production of liquid hydrogen, *except* plants with a capacity of less than one-and-a-half tons per 24-hour day and not designed for, or capable of, the production of hydrogen slush;

(b) Equipment for the production of liquid fluorine;

(c) Equipment for helium as follows;
(1) Equipment for the separation of helium from natural gases; and
(2) Equipment specially designed for the production of lambda-phase helium (helium II);
(3) Other equipment for the production of liquid helium, *except*
(i) Equipment which has a capacity of no more than 20 litres per hour;
(ii) Equipment with piston-expansion machines having a capacity of no more than 50 litres per hour.

Equipment described in (c)(i).

1118. Equipment for the production of military explosives and solid propellants, as follows:

(a) Complete installations;
(b) Specialised components;
(c) Nitrators: continuous types.

1129. Vacuum pumps, as follows:

(a) Turbo-molecular pumps having a higher capacity than 2,000 litres of nitrogen per second;
(b) Diffusion pumps rated for unbaffled pumping speeds of more than 50,000 litres of nitrogen per second at pressures of 10^{-4}mm of mercury or less;
(c) Cryopump systems (ie systems in which the circulation of liquified gas is used to achieve a vacuum, either static or dynamic, by lowering the temperature of the environment) designed to operate at temperatures of less than −200°C (−328°F) measured at atmospheric pressure.
(d) Specially designed parts, controls and accessories for the above pumps.

1131. Pumps (except vacuum pumps) having any of the following characteristics:

(a) Designed to move molten metals by electromagnetic forces;
(b) Specially designed for operation at temperatures below −220°C (−364°F);
(c) Having all flow contact surfaces made of 90 per cent or more tantalum, titanium or zirconium, either separately or combined, *except* when such surfaces are made of materials containing more than 97 per cent and less than 99.7 per cent titanium.

(See also Item I.L. 1133).

1133. Valves, cocks and pressure regulators, as follows:

(a) Specially designed for operation at temperatures below −220°C (−364°F); or
(b) Having all flow contact surfaces made of 90 per cent or more tantalum, titanium or zirconium, either separately or combined, *except* when such surfaces are made of materials containing more than 97 per cent and less than 99.7 per cent titanium.

(See also Item 27 on the Atomic Energy List and Item I.L. 1131.)

1142. Tubing made of, lined with, or covered with: coagulated dispersion grades of polytetrafluoroethylene; the copolymers of tetrafluoroethylene and hexafluoropropylene; or any of the fluorocarbon materials covered by sub-item 1754(a)(2), as follows:

(a) Unreinforced, heat shrinkable tubing having an inner diameter (before shrinkage) of less than 28.57mm (1⅛ in).
(b) Reinforced tubing (including connectors and fittings for usage with such tubing) designed for operating (working) pressures of 105.45kg/sq. cm (1,500 p.s.i.) or greater, whether or not specially processed to make the flow surfaces electrically conductive.

1145. Containers, jacketed only, for the storage or transportation of liquefied gases at temperatures below −170°C (−274°F), including mobile units, as follows:

(a) Specially designed for liquefied gases boiling at temperatures below −200°C (−328°F), having a liquid capacity of more than 946 litres (250 gallons) and an evaporation loss rate of less than 3 per cent per day as determined at an ambient temperature of 24°C (75°F) and without exposure to direct sunlight;
(b) Specially designed for liquid fluorine;
(c) Mobile equipment specially designed for liquid oxygen, nitrogen or argon having a capacity exceeding 4,542 litres (1,200 gallons) and an evaporation loss rate of less than 1.5 per cent per day as determined at an ambient temperature of 24°C (75°F) and without exposure to direct sunlight, *except* equipment with multi-laminar type insulation under vacuum.

Containers described in sub-item (c).

Group C. Electrical and power-generating equipment

1203. Electric vacuum furnaces as follows:

(a) Consumable electrode vacuum arc furnaces with a capacity in excess of 5 tons;
(b) Skull type vacuum arc furnaces;
(c) Specialised parts and controls for the above furnaces.

1204. Electron beam equipment for the deposition of thin film, the coating of thin film, or the working thereof; and specialised parts for the above equipment.

Explanatory Note: It is not intended that this item covers: (a) equipment using the 'sparking technique'; (b) continuous vacuum roll coating machines having a voltage in excess of 20 kv having a fixed electron beam gun and no accurate control of the thickness of the deposited layer.

1205. Electrochemical, semi-conductor and radio-active devices for the direct conversion of chemical, solar or nuclear energy to electrical energy, as follows:

(a) Electrochemical devices, as follows:
(1) Fuel cells operating at temperatures of 200°C (392°F) or less, including regenerative cells, ie cells for generating electric power to which all the consumable components are supplied from outside the cell;

Explanatory Note: The temperature of 200°C (392°F) or less is intended to refer to the fuel cell and not to the fuel conditioning equipment, which may be either an ancillary or an integral part of the fuel cell battery and which may operate at over 200°C (392°F).

(2) Primary cells and batteries having any of the following characteristics:
(i) possessing a means of activation and having an open circuit storage life in the unactivated condition, at a temperature of 21°C (70°F) of 10 years or more;
(ii) capable of operating at temperatures from below −25°C (−13°F) to above 55°C (131°F) including cells and cell assemblies (other than dry cells) possessing self-contained heaters;
(iii) Utilising a lithium anode with lithium salt solute in organic solvent (non aqueous) electrolyte and having an energy density at the 24-hour discharge rate of greater than 100 Watt-hours per pound at 24°C (73°F) and greater than 35 Watt-hours per pound at −29°C (−20°F).

Explanatory Note: Energy density is obtained by multiplying the average power in watts (average voltage times average current in ampheres) by the duration of the discharge in hours to 90 per cent of the initial load voltage and dividing by the total weight of the cell (or battery) in pounds. As regards secondary (rechargeable) batteries, energy density is measured after 500 charge/discharge cycles.

(3) Mechanically rechargeable leak-proof batteries having cells with removable zinc plates with porous air electrodes and immersed in electrolyte of potassium hydroxide;
(4) Molten salt electrolyte cells and batteries which normally operate at temperatures of 150°C (302°F) or below;

(b) Photo-voltaic cells:
(1) With a power output of 14 mw or more per sq. cm under 100 mw per sq. cm tungsten (2,800°K) illumination; or
(2) All gallium arsenide photo-voltaic cells excluding those having a power output of less than 4 mw measured by the above technique; or
(3) With a power output of 450 mw or more per sq. cm under 10 watts per sq. cm silicon carbine (1,750°K) illumination;

(c) Power sources other than nuclear reactors based on radio-active materials systems, excluding:
(i) those having an output power of less than 0.5 watt and a total weight of more than 200 lb;
(ii) those specially designed and developed for medical use within the human body.
(See also Items I.L. 1550 and I.L. 1570)
(d) Specialised parts, components and sub-assemblies of the above devices.
(See also sub-Items I.L. 1570 (c) and (d).

Fuel cells described in sub-item (a)(1) above, as follows: With a maximum operating temperature of 100°C (212°F) *using gaseous pure hydrogen and oxygen/air reactants, alkaline electrolyte, and a catalyst support by carbon*

either pressed on a metal mesh, electrode, or attached to a conducting porous plastic.

Equipment described in sub-item (c) having an overall efficiency of 6 *per cent or less (obtained by dividing the electrical output, expressed in watts, by the thermal input, expressed in watts, this efficiency to be measured at the beginning of life), and an output power of* 0.5 *watts or more.*

1206. Electric arc devices for generating a flow of ionised gas in which the arc column is constricted (*except* devices wherein the flow of gas is for isolation purposes only and devices of less than 100 kw for cutting, welding, melting, plating and/or spraying); equipment incorporating such devices; specially designed parts, accessories and control or test equipment for such devices.

Group D General industrial equipment

1305. Metal rolling mills, as follows:

(a) Mills, specially designed or redesigned for the rolling of metals and alloys with a melting point exceeding 1,900°C;
(b) Specialised controls, parts and accessories for the above mills.

1352. Machinery specially designed for the extrusion of tetrafluoroethylene polymer and copolymer coagulated dispersions or powders or pastes derived therefrom, and parts and components therefor, and other machinery specially designed for the manufacture of wire and cable described in sub-item 1754(c).

1353. Equipment specially designed for the manufacture of communication cable described in Item 1526.

Equipment specially designed for the manufacture of cells described in sub-item 1526(*b*).

1355. Machinery and equipment for the manufacture of electronic equipment, components and materials and related test gear, parts and specialised controls and accessories, as follows:

(a) Equipment specially designed for the manufacture of controlled tubes (valves) and parts and sub-assemblies thereof:
(b) For semi-conductor devices, electronic equipment and components described in Item I.L. 1564(a) and (c), and parts, materials and sub-assemblies thereof;
  (1) Equipment specially designed for the manufacture of such types and of any silicon transistor;
  (2) Equipment for slicing, dicing, scribing, slice breaking, polishing probing, testing and/or sorting;
  (3) Bonders and welders;
  (4) Masks;
  (5) Equipment for the manufacture of masks of the creation of a photosensitive pattern on the surface of a semi-conductor or insulating substrate; and
  (6) Equipment for purifying or processing semi-conductor materials, except equipment specially designed for the zone purification of germanium.

Explanatory Note: It is understood that equipment for purifying and processing includes equipment which performs one or more of the following operations on semi-conductor materials.

  (a) purifying beyond 99.9 per cent;
  (b) equalising distribution of residual impurities;
  (c) achieving controlled introduction of impurities (in one or more stages of operation);
  (d) producing monocrystalline material or forms (eg by drawing, pulling, deposition) including forming on substrates;

(c) For depositing or printing on insulating materials or otherwise forming, *in situ*, component parts other than basic wiring.

1356. Machinery for the working of synthetic film used as a dielectric (condenser tissue) or as magnetic recording tape, as follows:

(a) Vacuum metallising machinery specially designed for the continuous strip roll coating with metallised sheathing or synthetic film used as a dielectric in capacitors embargoed by Item 1560, capable of being used with any of the following devices, whether or not equipped with such devices:
  (1) Cutting devices for slitting the film into strips suitable for capacitors;
  (2) Shadow makes or similar devices to achieve uncoated strips;
  (3) Controls for the automatic correction of the coating process;
  (4) Special devices to burn out the metal deposit on pinholes to prevent electrical faults in the capacitors;
(b) Specialised components and parts for the above machinery;
(c) Equipments, components and parts specially designed for the continuous coating of polyester base magnetic tape intended for the equipments described in Item 1572.

1357. Filament winding and tape-laying machines using materials covered by Item 1763, as follows:

(a) Machines of which the motions for positioning, wrapping and winding of fibres are co-ordinated and programmed in three or more axes, specially designed to fabricate composite structures or laminates from fibrous and filamentary materials and the mechanical parts of the machines, co-ordinating and programming controls, and specialised parts, components and accessories therefor.
(b) Machines of which the motions for positioning and laying of tape and sheets are co-ordinated and programmed in two or more axes, specially designed for the manufacture of composite airframe and missile structures.

1358. Machinery and equipment specially designed for the manufacture of devices and assemblies thereof covered by sub-items 1588(b), (c), (d) and (e) and for magnetic recording media other than tape covered by sub-item 1572(d) (for magnetic tape equipment, see Item 1356), as follows:

(a) Equipment for the manufacture of single and multi-aperture forms covered by sub-items 1588 (b), (c) and (d), as follows:
  (1) Automatic presses;
  (2) Press dies;
  (3) Automatic equipment for monitoring grading, sorting, exercising and/or testing;
(b) Equipment for the manufacture of thin film memory storage or switching devices having square hysteresis loops and automatic equipment for monitoring, grading, sorting, exercising and/or testing of devices covered by sub-item 1588(e);
(c) Automatic equipment for monitoring, exercising and/or testing assemblies of devices covered by sub-items 1588 (b), (c), (d) and (e);
(d) Equipment for the application of magnetic coating to recording media covered by sub-item 1572(d);
(e) Automatic and semi-automatic equipment for monitoring, grading, exercising and/or testing recording media covered by sub-item 1572 (d);
(f) Specialised test equipment, parts and controls for the above.

Explanatory Notes:

1 The term 'automatic' refers to machinery not requiring the assistance of a human operator to complete its function or functions during each complete cycle of operations.
2 The term 'semi-automatic' refers to machinery requiring the assistance of a human operator to complete part but not all of its functions during each complete cycle of operations.
3 The term 'functions' in Notes 1 and 2 does not include the initial loading or final unloading of material from the machine.

1361. Wind tunnels, as follows:

(a) Supersonic (Mach 1.4 Mach 5.5) hypersonic (Mach 5.5 to Mach 15) and hypervelocity (above Mach 15) wind tunnels, except wind tunnels specially designed for educational purposes and having a test section size (measured internally) of less than 10 in (25cm);
(b) Devices for simulating environments at velocities of Mach 1.4 and above, including hot shot tunnels, plasma arc tunnels, shock tunnels, shock tubes, gas tunnels and light gas guns;
(c) Specially designed parts and accessories for the above equipment.

Explanatory Note: The term 'test section size' refers to the diameter of the circle, the side dimension of the square, or the longer side dimension of the rectangle constituting possible shapes of the test section.

Supersonic wind tunnels which are capable of Mach velocities of 1.4 *or more but less than* 4, *and are not specially designed for or fitted with means of preheating the air.*

1362. Vibration testing equipment (*except* mechanical types) capable of providing a thrust greater than 2,000 lb (900kg) and specialised ancillary equipment therefor.

Group E Transportation equipment

1416. Vessels as follows:

(a) Hydrofoil vessels;

Hydrofoil vessels not possessing significant rough water capability or amphibious qualities provided the vessels are for normal civilian use and do not incorporate advanced techniques.

(b) Sea-going vessels, including sea-going fishing vessels and coasters, and hulls therefor, designed for speeds of over 26 knots when in full load (design) condition, taking into consideration hull form (configuration) as well as power plant;

(c) Vessels with hulls and propulsion machinery made wholly or primarily of non-magnetic materials;

(d) New ships with decks and platforms specially designed or strengthened to receive weapons.

(e) The Department of Trade (CRE 4/1d) or Ministry of Defence (DS 13a) should be consulted about any vessel incorporating any item in this Schedule, or having arrangements for demagnetisation.

(see also item M.L.9)

1430. Buoyant electric conducting cable suitable for sweeping magnetic mines.

1431. Gas turbine engines for marine propulsion for 3,500 rated shaft horse-power or more, whether originally designed as such or adapted for such use from aero-engines.

1460. Aircraft and helicopters, aero-engines and aircraft and helicopters equipment, as follows:

(a) Helicopters over 10,000 lb (4,530kg) empty weight and power transmission systems therefor;

Explanatory Note: Empty weight is understood to include normal installation and normal minimum crew, but does not include fuel or pay-load.

(b) Aircraft and helicopters (other than those covered by sub-item (a) above), *except* those not containing any Munitions list items and which are of types and series which are in bona fide normal civil use.

(c) Aero-engines, *except*:
- (i) Piston engines;
- (ii) Jet engines of less than 5,000 lb (2,265kg) thrust;
- (iii) Turbo-prop or turbo-shaft engines of less than 2,500 horse-power or with a residual thrust of less than 1,000 lb (453kg);
- (iv) Those for use in bona fide civil aircraft and helicopters;

(*But* see also Items I.L. 1485, I. L. 1501 and M.L. 10).

1485. Compasses, gyroscopes, accelerometers and inertial equipment, as follows:

(a) Gyro compasses with provision for determining and transmitting ship's level reference data, (roll, pitch) in addition to own ship's course data;

(b) Integrated flight instrument systems for aircraft which include gyro-stabilisers and/or automatic pilots;

Explanatory Note: An integrated flight instrument system is a primary instrument display system of attitude and azimuth with facilities for giving manoeuvre guidance information to the pilot and often integrated with an auto-pilot to the extent of embodying a common unit for setting up the required demands.

(c) Gyro-astro compasses and other devices which derive position and/or orientation by means of automatically tracking celestial bodies;

(d) Gyro-stabilisers used for other purposes than aircraft control except those for stabilising an entire surface vessel;

(e) Automatic pilots used for other purposes than aircraft control, *except* marine types for surface vessels;

(f) Accelerometers with a threshold of 0.005g or less or a linearity error within 0.25 per cent of full scale output or both, which are designed for use in inertial navigation systems or in guidance systems of all types;

(g) Gyros with a rated free directional drift rate (rated free precession) of less than 0.5 degree (1 Sigma or rms) per hour in a 1g environment;

(h) Inertial or other equipment using accelerometers described in sub-item (f) above and/or gyros described in sub-item (g) above, and systems incorporating such equipment;

(i) Specially designed parts, components and test calibration and alignment for the above.

Equipment described in sub-item (b) provided:

(1) *They are of types and series which have been in normal civil use for more than two years and are standard equipment of aircraft excluded from control under Item I.L.* 1460.

(2) *The equipment is to be installed in civil aircraft.*

Equipment described in sub-item (d) provided:

(1) *It has been in normal civil use for more than two years;*

(2) *It will be used for a clearly civil application in the importing country.*

Equipment described in sub-item (i) provided:

(1) *It is not covered by sub-items (f) or (g);*

(2) *It is intended for use with exports meeting the conditions mentioned above for sub-items (b) and (d).*

Group F. Electronic equipment including communications and radar

See also Item M. L. 11.

1501. Navigation, direction finding, radar and airborne communication equipment: see also sub-items M.L. 20(b) and M.L. 20(c) and sub-items I.L. 1485(b) and I.L. 1485(h).

(a) Airborne communication equipment and specialised parts and components therefor, having any of the following characteristics:
- (1) Designed to operate at frequencies greater than 156 MHz;
- (2) Incorporating facilities for:
  - (i) The rapid selection of more than 200 channels per equipment, or
  - (ii) Equipment using frequency synthesis techniques (see also Item 1531);

  except equipment operating in the frequency range of 108 to 136 MHz with 720 channels or fewer at not less than 25 kHz spacing, and which has been in normal civil use for at least one year;
- (3) Pressurised throughout;
- (4) Rated for continuous operation over a range of ambient temperatures extending from below $-55°C$ to above $+55°C$;
- (5) Designed for single side band operation (SSB);
- (6) Designed for modulating methods employing any form of digital modulation using time and frequency redundancy such as "Quantised Frequency Modulation" (QFM);

  Standard commercial airborne equipment needed to equip civil aircraft or as normal standard equipment incorporated in civil aircraft being exported for civil commercial use provided that it contains none of the characteristics in sub-items (5) *and* (6) *above.*

(b) Navigation and direction finding equipment (and specialised parts and accessories, specialised testing or calibrating equipment and training or simulating equipment, not elsewhere specified therefor), as follows;
- (1) Airborne navigation equipment and direction finding equipment as follows:
  - (i) Designed to make use of 'Doppler' frequency phenomena;
  - (ii) Utilising the constant velocity and/or the rectilinear propagation characteristics of electromagnetic waves having frequency less than 4×10^{14} Hz (0.75 microns);
  - (iii) Radio altimeters, the following:
    - (a) Pulse modulated;
    - (b) Frequency modulated having an electrical output accuracy better than $\pm$ 3 ft over the whole range between 0 to 100 ft or + 3 per cent above 100 ft;
    - (c) Frequency modulated which have been in normal civil use for less than one year;
  - (iv) Direction finding equipment operating at frequencies greater than 5 MHz other than equipment designed for search and rescue purposes provided that the receiver operates on a crystal controlled fixed frequency of 121.5

MHz and that the determination of the D.F. bearing is not independent of the heading of the aircraft and provided that the D.F. antennae array is designed for operation at a fixed frequency of 121.5 MHz.

(v) Pressurised throughout;

(vi) Rated for continuous operation over a range of ambient temperature extending from below −55°C to above + 55°C.

Navigation equipment described in sub-item b (1)(i) provided that it is to be installed in civil aircraft or helicopters, and is normal standard equipment of a type installed in civil aircraft or helicopters.

Standard commercial airborne equipment, of the kind described in sub-items (b) (1), (ii) and (iii), needed to equip civil aircraft, or as normal standard equipment in civil aircraft being exported for civil commercial use, provided that such equipment is equivalent in all characteristics and performance to standard equipment of aircraft not covered by this Schedule, and which:

(a) for equipment covered by sub-item 1501(b)(1)(ii), is in conformity with ICAO standards and assures no function exceeding those resulting from such standards, and is not designed to make use of hyperbolic grids at frequencies greater than 3 MHz.*

(b) for equipment covered by sub-item 1501 (b)(1)(iii) are frequency modulated radio altimeters which have been in normal civil use for a period of more than one year.

** Applications to export standard commercial airborne equipment designed to make use of hyperbolic grids at frequenices of less than 3 MHz will be considered if co-ordinate conversion equipment, which has been in normal civil use for less than one year, or which could not be shipped under the provisions of item 1565 is not included and is not separately supplied.*

(2) Ground and marine equipment for use with airborne navigation equipment utilising the constant velocity and/or the rectilinear propagation characteristics of electromagnetic waves having frequency less than 4×10^{14} Hz (0.75 microns);

Ground equipment for use at civil airports or for civil use in association with airborne equipment described in the Note to sub-item (b)(1)(ii) above, provided that such equipment:

is in conformity with ICAO standards and assures no function exceeding those resulting from such standards, and
is not designed to make use of hyperbolic grids at frequencies greater than 3 MHz.

(3) Ground and marine direction finding equipment operating at frequencies greater than 30 MHz.

Equipment described in (b) (3) when:

(i) The equipment is to be installed at civil airports or for use on civil air routes;

(ii) The equipment is designed to operate at frequencies between 30 MHz and 157 MHz, excluding single side band equipment;

(iii) The equipment employs a loop system or a system employing a number of spaced vertical aerials uniformly disposed around the circumference of a circle;

(c) Radar equipment, and specialised parts and accessories, specialised testing or calibrating equipment and training or simulating equipment therefor, as follows:

(1) airborne radar equipment.

Equipment covered by this sub-item when it is to be installed in civil aircraft, and which:

(a) Has been in normal commercial service for at least one year;

(b) Is specially designed for use as a commercial weather radar;

(c) Is a normal and reasonable equipment for such civil aircraft;

(2) Ground and marine radar equipment having one or more of the following features;

(i) Operating at a frequency not in normal civil use or at a frequency of more than 10.5 GHz;

(ii) Operating at a frequency of less than 1.5 GHz and having a peak output power from the transmitter greater than 2.5 MW; or operating at a frequency within the range of 1.5 to 3.5 GHz and having a peak output power from the transmitter greater than 1 MW; or operating at a frequency within the range of 3.5 to 6 GHz and having a peak output power from the transmitter greater than 500 kW; or operating at a frequency within the range of 6 to 10.5 GHz and having a peak output power from the transmitter greater than 250 kW;

(iii) Operating at a frequency of less than 3.5 GHz and having an 80 per cent or better probability of detection for a 10 sq. m target at a free space range of 250 nautical miles; or operating at a frequency within the range of 3.5 to 10.5 GHz and having an 80 per cent or better probability of detection for 10 sq. m target at a free space range of 100 nautical miles;

(iv) Utilising other than pulse modulation with a constant and/or staggered pulse repetition frequency in which the carrier frequency of the transmitted signal is not changed deliberately between groups of pulses, from pulse to pulse, or within a single pulse;

(v) Utilising a Doppler technique for any purpose other than M.T.I. systems using a conventional double or triple pulse delay line cancellation technique;

(vi) Including signal processing techniques which have been in normal civil use for a period of less than two years;

(vii) In the case of ground radar, having been in commercial use for a period of less than one year;

Secondary radar equipment described in sub-item (c) above designed for civil air traffic identification and control purposes.

Radar equipment described only in sub-items (c)(2)(i), (ii) and/or (iii) above, provided that both of the following conditions are met;

(i) It is specially designed for the surveillance and co-ordination of airfield surface traffic; and

(ii) It is to be installed at airports operating scheduled commercial flights.

Radar equipment embargoed only by sub-items (c)(2)(ii) or (iii) above, or by both, provided that all the following conditions are met:

(i) Operating at a frequency of not more than 1.5 GHz and having a peak output power from the transmitter not greater than 5 MW; or operating at a frequency within the range of 1.5 to 3.5 GHz and having a peak output power not greater than 2.5 MW;

(ii) Having an 80 per cent or better probability of detection for a 10 sq. m target at a free space range of 270 nautical miles;

(iii) Having a pulse repetition frequency exceeding 300 pulses per second;

(iv) It is to be installed for air traffic control of scheduled international commercial flights;

Radar equipment embargoed only by sub-item (c)(2)(vi) above, provided it is specially designed for marine use, or radar equipment embargoed only by sub-items (c)(2)(vi) or (vii) above, or both, provided it is specially designed for meteorological observation.

1502. Communication, detection or tracking equipment of a kind using ultra-violet radiation, infra-red radiation or ultrasonic waves; and specialised parts therefor.

Infra-red geodetic equipment covered by this item, provided that the equipment uses a lighting source other than a laser and is manually operated, or that it uses a lighting source (other than a laser or a light emitting diode) remote from the measuring equipment.

Explanatory Note: This item is not intended to cover industrial equipment employing cells not described in Item I.L. 1548 or I.L. 1550. The item does not cover uses for industrial inspection cleaning, sorting or analysis of properties of materials, materials handling, industrial and civilian intrusion alarms, traffic and industrial movement control, counting systems, medical applications, simple educational or entertainment devices, flame detectors for industrial furnaces, equipment for non-contact temperature measurement for laboratory or industrial purposes utilising a single detector cell with no scanning of the detector, instruments capable of measuring radiated power or energy having a response time constant exceeding 10 milliseconds. The item does not cover ultrasonic devices which operate in contact with a controlled material to be inspected or are used for emulsification or homogenisation or materials handling, nor underwater ultrasonic communications equipment designed for operation with amplitude modulation system and having a communications range of 500m or less (sea state 1) a carrier frequency of 40 to 60 kHz and the carrier power supplied to the transducer of 1 watt or less.
(See also Items M.L. 15 and I.L. 1555.)

1507. 'Jamming' apparatus (ie apparatus specially designed to jam or otherwise interfere with radio reception); and specialised parts therefor.

1510. Location apparatus, underwater: apparatus for detecting or locating objects under water by magnetic or acoustic or ultrasonic methods, and specialised components of such apparatus, *except* marine depth sounders of a kind used solely for measuring the depth of water or the distance of submerged objects or fish and/or whales vertically below the apparatus.

Horizontally operating apparatus for fish and/or whale finding.

1514. Pulse modulators capable of providing electric impulses of peak power exceeding 2.4 MW or of a duration of less than 0.1 micro-second, or with a duty cycle in excess of 0.002; and pulse transformer, pulse-forming equipment or delay lines being specialised parts of such modulators.

1516. Panoramic and/or digitally controlled radio receivers which search or scan automatically a part of the electromagnetic spectrum and indicate or identify the received signals; and specialised parts and accessories therefor, as follows:

(a) Panoramic radio receivers except ancillary equipment for commercial receivers with which the frequency spectrum searched does not exceed either ± 20 per cent of the intermediate frequency of the receiver or ± 2 MHz.

(b) Digitally-controlled radio receivers, whether or not computer controlled, which search or scan automatically a part of the electromagnetic spectrum, in which the switching operation takes less than 50 milliseconds, and which indicate or identify the received signals. (For digitally-controlled radio receivers using frequency synthesizers see also Item 1531).

Explanatory Notes: This item is not intended to cover:

(i) Radio frequency analysers (see Item I.L. 1533) or field strength meters (see Item I.L. 1529).

(ii) Non-ruggedised receivers capable of digital control of frequency selection, with a maximum operation frequency over the range from 100 KHz to 32 MHz and where the speed of switching from one selected operating frequency to another selected operating frequency does not take less than 10 milliseconds. (For digitally-controlled radio receivers using frequency synthesizers, see also Item 1531).

(iii) Non-ruggedised digitally controlled pre-set type radio receivers designed for use in civil communications which have 200 selective channels or fewer.

1517. Radio transmitters (for those incorporating transmitter drive units, exciters and master oscillators using frequency synthesis, see also Item 1531) and components, *except* radio relay communications equipment (see Item 1520), as follows:

(a) Transmitters or transmitter-amplifiers designed to operate at output frequencies greater than 960 MHz;

(b) Transmitters or transmitter amplifiers designed to provide any of the following features:
  (1) Any system of pulse modulation (this does not include amplitude, frequency or phase modulated television or telegraphic transmitter);
  (2) Rates for operation over a range of ambient temperatures extending from below −40°C to above +55°C;

(c) Components, accessories and sub-assemblies specially designed for the above equipment (for quartz crystals, see Item 1587).

Explanatory Note: This item is not intended to cover the following transmitters or transmitter amplifiers, or systems containing such equipment, accessories and sub-assemblies therefor:

(a) Specially designed for medical applications and operating at ISM frequencies;

(b) Having an output power of not more than 10 Watts, which are specially designed for:
  1 Industrial or civil intrusion detection and alarm,
  2 Industrial and traffic detection, counting, speed measurement, identification and movement control,
  3 Carrying the information from the equipment above, or the information of environmental, air or water, pollution detection and/or measurement systems.

1518. Telemetering and telecontrol equipment suitable for use with aircraft (piloted or pilotless), space vehicles or weapons (guided or unguided), and test equipment specially designed for such equipment.

Explanatory Note: This item is not intended to cover equipment and parts therefor specially designed to be used for remote control of toys such as model planes and boats and having electric field strength of no more than 200 microvolts per metre at a distance of 500m.

1519. Single and multi-channel communications transmission equipment, including terminal, intermediate amplifier or repeater equipment and multiplex equipment used for line or radio communications systems, and data modems making use of the aforementioned communications systems and associated multiplex equipment, as follows:

(a) Employing analogue transmission techniques with analogue input and output, designed to deliver, carry or receive frequencies higher than 600 kHz into, or in, a communications system, *except* carrier communications terminals specially designed for power lines and operating at frequencies below 1,500 kHz;

Explanatory Note: Analogue transmission techniques include, inter alia, frequency division multiplex (FDM).

(b) Employing digital transmission techniques with analogue input and output designed for use on communications circuits;

Explanatory Note: Digital transmission techniques include, inter alia, pulse code modulation (PCM).

(c) data communications equipment employing digital transmission with digital input and output, including telegraphic and data transmission, having any of the following characteristics;
  (1) Designed for operation at a data signalling rate in bits per second, excluding servicing and administrative channels, numerically exceeding either:
    (i) 4,800; or
    (ii) 160 per cent of the channel (or sub-channel) bandwidth in Hertz;
  (2) Employing an automatic error detection and correction system having both of the following characteristics:
    (i) Retransmission is not required for correction; and
    (ii) A data signalling rate exceeding 300 bits per second;

(d) Components, accessories, sub-assemblies and test equipment specially designed for the above equipment.

Explanatory Note: 'Data signalling rate' is as defined in ITU Recommendation 53-36, taking into account that for non-binary modulation, 'bauds' and 'bits per second' are not equal. Bits for coding, checking and synchronisation functions are to be included.

In the case of data communications equipment designed to operate in one voice channel, 'bandwidth' will normally be as defined in CCITT Recommendation, G 151, namely 3,100 Hertz. In the case of CCITT or CCIR voice frequency telegraph systems, 'bandwidth' may be considered as the number of channels times the channel spacing.

This item is not intended to cover:

(i) Telemetering, telecommand and telesignalling equipment designed for industrial purposes, together with data transmission equipment not intended for the transmission of written or printed text and specialised parts, accessories and test equipment therefor. By telemetering; telecommand and telesignalling equipment is meant: sensing heads for the conversion of information, into electrical information the systems used for its long-distance transmission, the processes used to translate electrical information in coded data (telemetering), into control signals (telecommand) and into display signals (telesignalling).

(ii) Facsimile equipment other than that embargoed under the Note to Item 1527

(iii) Equipment employing exclusively the direct current transmission technique

(1) *Equipment caught by sub-item (a) above, and components, accessories and sub-assemblies thereof, for:*
  (*i*) *Equipment specially designed for the transmission of television signals by cable between camera and studio or between studio and television transmitter not exceeding* 50 *miles for a link with respect to any one installation.* (*For radio relay links See Item* 1520);
  (*ii*) *Equipment to be used for closed circuit television or television distribution community aerial systems and cable television systems) with an upper frequency limit of* 960 *MHz.*

(2) *Equipment caught by sub-item (a) and (c) above, and components, accessories, and sub-assemblies therefor, provided that it is for other than submarine use, is to be permanently installed in a circuit operated by the civilian authorities of the importing country, and is to be used for civil television transmission (including closed circuit television) or for general commercial traffic as follows:*

(i) Equipment designed to deliver, carry, or receive one monochrome or colour television signal with a maximum nominal video bandwidth of 6 MHz and associated sound channels;

(ii) Equipment designed to deliver, carry or receive not more than 2,700 voice channels of 4 kHz each.

(3) *Equipment caught by sub-item (b) above, and components, accessories and sub-assemblies therefor, provided that it is for other than submarine use, is to be permanently installed in a circuit operated by the civilian authorities of the importing country, and is to be used for general commercial traffic, as follows:*

(i) A total digital bit rate at the highest level miltiplex point of 2.1 Megabits per second or less, and

(ii) A total number of voice channels per each physical bearer (wire or radio) of 32 or less.

1520. Radio relay communications equipment, as follows:

(a) Equipment employing tropospheric, ionospheric or meteoric scatter phenomena, and specialised test equipment therefor;

(b) Other radio relay equipment designed for use at frequencies exceeding 470 MHz;

(c) Components, accessories and sub-assemblies, specially designed for the above equipment.

(1) *Equipment described in sub-item (b) above, and components, accessories and sub-assemblies therefor, as follows:*

(a) Fixed ground communication radio equipment for use with temporary telephone services or ground mobile services operated by the civilian authorities of the importing country and employing not more than 20 manually-switched, fixed-frequency channels, allocated for that purpose by the I.T.U., not exceeding 960 MHz with a power output of not more than 300 Watts; (For mobile units, see Item 1517)

(b) Ground communication radio equipment for use with temporary fixed services operated by the civilian authorities of the importing country and designed to be used at fixed frequencies not exceeding 13.5 GHz with a power output of not more than 5 Watts;

(c) Equipment to be permanently installed in a circuit operated by the civilian authorities of the importing country for general commercial traffic, provided that:

(i) Associated multiplex equipment is considered separately under the provisions of Item 1519; and

(ii) No equipment with a base bandwidth exceeding the limits set forth in Note 4 to Item 1519 is included.

(2) *Equipment described in sub-item (b) above for communications satellite earth stations provided that it is to be installed for operation in the framework of an INTELSAT satellite communications system.*

(3) *Equipment with a maximum capacity of 300 voice channels of 4 kHz each, components, accessories, sub-assemblies and specialised test equipment for industrial use, eg remote supervision, control and metering of oil and gas pipe-lines, public utility services (eg electricity networks) including telephone channels for the operation of such networks and the engineering service circuits required for the maintenance of telecommunications links.*

1521. Amplifiers and related equipment, as follows:

(a) Tuned amplifiers having a bandwidth which exceeds 50 MHz or 10 per cent of the mean frequency, whichever is less, *except* those specially designed for use in community television distribution systems or for use in radio communications equipment in the HF band below 30 MHz;

(b) Untuned amplifiers having a bandwidth which exceeds 10 MHz, but *excluding*:

(i) Those having a bandwidth up to 50 MHz provided the power output does not exceed 5 Watts; and

(ii) Those having a bandwidth between 50 MHz and 100 MHz provided the power output does not exceed 1 Watt;

Explanatory Notes:

(a) The bandwidth is defined as the band of frequencies over which the power amplification does not drop to less than one-half of its maximum value. The mean frequency is defined as the arithmetic mean between the frequencies at which the power amplification is one-half of its maximum value;

(b) For amplifiers designed to operate at frequencies above 1 GHz, see Item 1537.

(c) For parametric amplifiers, etc., see Item 1537.

1522. Lasers and laser systems and specially designed components and parts therefor, including amplification stages, and any equipment containing or which is designed to contain lasers, *except*:

(i) The following lasers and specially designed components and parts therefor when not contained in equipment:

(a) Argon, krypton, and dye lasers with both of the following characteristics:

(1) An output wavelength shorter than 0.8 micron;

(2) A pulsed output not exceeding 0.5 Joule per pulse and an average or continuous wave maximum rated output power not exceeding 20 Watts;

(b) Helium-cadmium and nitrogen lasers with both of the following characteristics:

(1) An output wavelength shorter than 0.8 micron;

(2) A pulsed output not exceeding 0.5 Joule per pulse and an average or continuous wave maximum rated output power not exceeding 120 Watts;

(c) Helium-neon lasers with an output wavelength shorter than 0.8 micron;

(d) Ruby-lasers with both of the following characteristics:

(1) An output wavelength shorter than 0.8 micron;

(2) An energy output not exceeding 2 Joules per pulse;

(e) CO_2 lasers with all of the following characteristics:

(1) An output wavelength in the range of 9 to 11 microns;

(2) A pulsed output not exceeding 2 Joules per pulse and an average or continuous wave maximum rated output power not exceeding 1,200 Watts;

(3) (i) In which the beam, electrical excitation and gas flow, if any, are in the same direction; or

(ii) In which the TEA (transverse excitation atmospheric) principle is used for excitation;

(f) Nd:YAG and Nd:Glass lasers with both of the following characteristics:

(1) An output wavelength of 1.06 microns;

(2) A pulsed output not exceeding 0.5 Joule per pulse and an average or continuous wave maximum rated output power not exceeding 10 Watts;

(ii) The following equipment containing lasers excluded by sub-item (i) above

(a) Specially designed for industrial and civilian intrusion detection and alarm systems;

(b) Specially designed for medical applications;

(c) Simple educational devices;

(d) Specially designed for traffic and industrial movement control and counting systems;

(e) Specially designed for detection of environmental pollution;

(f) Optical spectrometers and densitometers;

(g) Equipment containing continuous wave helium-neon gas lasers, other than laser feedback systems and laser interferometers used in equipment covered by Item 1093;

(h) Textile-cutting and textile-bonding equipment;

(i) Paper-cutting equipment;

(j) Equipment containing lasers for drilling diamond dies for the wire drawing industry;

(iii) Equipment for educational and laboratory purposes containing lasers listed in sub-item (i)(f) above.

Explanatory Notes:

1 The term 'specially designed components and parts in the above definition is intended to include the active component in semi-fabricated forms as well as fabricated forms.

2 This item is intended to cover semiconductor lasers but not non-coherent light-emitting diodes and assemblies or integrated circuits containing such light-emitting diodes. (See Items 1544 and 1564.)

1526. Communications cable, as follows:

(a) Submarine cable;

(b) Coaxial cable using a dielectric aired by discs, beads, screw, spiral, or other means, *except* those having four or fewer cores

none of which has a rated inner diameter of the outer conductor of more than 14mm (0.551 in);

(c) Secure communications cable, being either coaxial or multi-conductor communications cable protected by mechanical and/or electrical means from physical damage and/or intrusion in such a manner that communications security is maintained between terminals without the necessity for encryption.

Explanatory Note: This sub-item is not intended to cover cable that is 'armoured' by only a tough outer sheath or that is electro-magnetically screened only.

Cable as described in (a) and (b) provided that, (a) submarine cable is used in links with western countries, (b) quantities of cable needed are normal for civilian application for the techniques concerned.

1527. All cypher machines, cryptographic and/or coding devices and equipment, and associated equipment, usable on any transmission system (telegraphy, telephony, facsimile, video, data), that is designed to ensure the secrecy of communications and thus prevent clear reception by other than the intended receiver.

Explanatory Note: This item is intended to refer to all the related equipment for cypher machines and cryptographic and/or coding devices, specialised assemblies, sub-assemblies and components, and equipment containing components embargoed by this item. It is not intended to refer to simple coding devices or equipment only ensuring the privacy of communications.

1528. Coaxial cable with the outer conductor electroplated directly on spirally-grooved cable dielectric.

1529. Electronic measuring, calibrating, counting, testing and time interval equipment, whether or not incorporating frequency standards, having any of the following characteristics:

(a) Equipment, as follows:
  (1) Designed as reference frequency standards for laboratory use, with a stability over 24 hours or more of 1 part in 10^{10} or better;
  (2) Designed for fixed ground use and containing frequency standard(s), with a stability over 24 hours of 1 part in 10^9 or better;
  (3) Designed for portable or mobile use and containing frequency standard(s), with a stability over 24 hours of 1 part in 10^8 or better;

(b) Instruments, as follows:
  (1) Designed for use at frequencies exceeding 18 GHz;
  (2) Designed and rated for use at frequencies exceeding 12.5 GHz, as follows:
    (i) Comb frequency generators;
    (ii) Transfer oscillators;
    (iii) Frequency converters;
  (3) Designed for use at frequencies exceeding 1 GHz, as follows:
    (i) Network analysers (for automatic measurement of equivalent circuit parameters over a range of frequencies);
    (ii) Specially calibrated microwave instrumentation receivers capable of measuring amplitude and phase simultaneously;
    (iii) Instruments for the direct measurement of phase and impedance;
    (iv) Programmable instruments;
  (4) Employing time compression of the input signal or Fast Fourier Transform Techniques;
  (5) Incorporating computing facilities capable of addressing an internal, fixed or alterable memory, as follows:
    (i) Of more than 2,048 bits, or
    (ii) Of more than 4,096 bits for word lengths not exceeding 4 bits;

(c) Digital counters, as follows:
  (1) Capable of counting successive input signals with less than 5 nanoseconds time difference without prescaling (digital division) of the input signal;
  (2) Employing prescaling of the input signal, in which the prescaler is capable of resolving successive input signals with less than 1 nanosecond time difference;
  (3) Containing burst frequency measuring capability exceeding 100 MHz;

(d) Time interval measuring equipment employing digital techniques, capable of measuring time intervals of less than 5 nanoseconds;

(e) Testing equipment rated to maintain specified operating data when operating over a range of ambient temperatures from below $-25°C$ to above $+55°C$.

(f) Digital voltage measuring apparatus, with or without electrical outputs, irrespective of the physical units in which calibrated, with a reading speed (from zero to the measured value) faster than 25 accesses per second and having any of the following characteristics:
  (1) Digital resolution at all points on the scale greater than one part in 200,000;
  (2) Accuracy better than 1 part in 50,000 (0.002 per cent) of reading over an ambient temperature range of $\pm 5°C$ or more; or a stability better than 10^{-6} of reading over a period of 24 hours or more;
  (3) Capable of more than 500 independent measurements per second.

Explanatory Notes to (f)

1 Reading speed is assumed not to include changes in range or polarity.
2 Sub-item (f) above is not intended to cover;
  (i) Visual quantisation apparatus capable of providing an average value, displayed or not, of the results of the measurement;
  (ii) Multichannel analysers of all types used in nuclear experimentation.

Explanatory Notes:

1 'Programmable' means that the equipment functions can be controlled by the injection of digitally coded electrical signals from an external source.
2 One example of FFT techniques is described in 'An algorithm for the machine computation of complex Fourier series' by Cooley and Tukey in 'Mathematics of Computation', April 1965, Page 297.
3 (i) For frequency spectrum analysers, see Item 1533;
  (ii) For microwave equipment, see also Item 1537;
  (iii) For analogue to digital converters, other than digital voltage measuring instruments, see Item 1568;
  (iv) For frequency synthesizers, see Item 1531.

1531. Frequency synthesizers (and equipment containing such frequency synthesizers) as follows (for the definition of frequency synthesizer, see Explanatory Note).

(a) Containing frequency standards covered by Item 1529(a);

(b) Instrument frequency synthesizers and synthesized signal generators designed for ground laboratory use, producing output frequencies whose accuracy and short and long term stability are controlled by, derived from or disciplined by the input frequency or internal master standard frequency, and having any of the following characteristics:
  (1) A maximum output frequency in excess of 550 MHz;
  (2) Having a signal to phase noise ratio better than -60 dB or a signal to AM noise ratio better than -70 dB referred to the 30 kHz band centred on the carrier, excluding the 1 Hz band centred on the carrier;
  (3) Electrically programmable (in that the output frequency can be controlled or selected by the injection of digitally coded electrical signals from an external control source) with a switching speed from one selected output frequency to another selected output frequency less than 10 milliseconds;
  (4) Having a level of spurious components in the output better than -80 dB non-harmonic and/or -60 dB harmonic component measured relative to the selected output frequency;
  (5) Having more than 3 different selected synthesized output frequencies available simultaneously from one or more outputs;
  (6) With facilities for pulse modulation of the output frequency;
  (7) Parts, components, accessories and sub-assemblies, specially designed for the above equipment;

(c) Airborne communications equipment using frequency synthesizers, as follows (see also Item 1501(a)):
  (1) Designed to receive or transmit frequencies greater than 156 MHz;
  (2) Incorporating facilities for the rapid selection of more than 200 channels per equipment, *except* those equipments operating

in the frequency range of 108 to 136 MHz incorporating facilities for the rapid selection of 720 channels or fewer at not less than 25 kHz channel spacing which have been in normal civil use for at least one year;

(3) With a switching speed from one selected output frequency to another selected output frequency less than 50 milliseconds.

(4) Frequency synthesisers, designed for the above equipment, whether supplied separately or with the said equipment, exceeding the parameters specified in sub-item (b) above;

(5) Parts, components, accessories and sub-assemblies, specially designed for the above equipment;

(d) Digital-controlled radio receivers, whether or not computer controlled, which search or scan automatically a part of the electromagnetic spectrum, using frequency synthesisers, as follows (see also Item 1516):

(d)(1) Digitally-controlled receivers in which the switching operation takes less than 50 milliseconds, *except*:

(i) Non-ruggedised radio receivers capable of digital control of frequency selection with an operating frequency (antenna input) in the range from 100 kHz to 32 MHz, with a frequency resolution not better than 10 Hz, and with a switching speed from one selected operating frequency to another selected operating frequency greater than 10 milliseconds;

(ii) Non-ruggedised digitally-controlled preset type radio receivers designed for use in civil communications, which have 200 selective channels or fewer;

(2) Frequency synthesizers designed for the above equipment, whether supplied separately or with the said equipment, exceeding the parameters specified in sub-item (b) above, *except* those specially designed for receivers freed from embargo under sub-item (d)(1)(i) above;

(3) Parts, components, accessories and sub-assemblies, specially designed for the above equipment;

(e) Radio transmitters incorporating transmitter drive units, exciters and master oscillators using frequency synthesis, as follows (see also Item 1517):

(1) Having an output frequency of up to 32 MHz with a frequency resolution of better than 10 Hz and with a switching speed from one selected output frequency less than 10 milliseconds;

(2) Having an output frequency from 32 MHz to 235 MHz with a frequency resolution of better than 250 Hz and with a switching speed from one selected output frequency to another selected output frequency less than 50 milliseconds;

(3) Having an output frequency greater than 235 MHz, *except*:

(i) Television broadcasting transmitters having an output frequency from 470 MHz to 960 MHz with a frequency resolution of not better than 1 kHz and where the manually-operated frequency synthesizer incorporated in or driving the transmitter has an output frequency not greater than 120 MHz;

(ii) FM and AM ground communications equipment for use in the land mobile service and operating in the 420 to 470 MHz band, with a power output of 50 Watts for mobile units and 300 Watts for fixed units, with a frequency resolution of not better than 6.25 kHz and with a switching speed from one selected output frequency to another selected output frequency greater than 50 milliseconds;

(4) Having more than three different selected synthesized output frequencies available simultaneously from one or more outputs;

(5) With facilities for pulse modulation of the output frequency of the transmitter or of the incorporated frequency synthesizer;

(6) Frequency synthesizers designed for the above equipment, whether supplied separately or with the said equipment, exceeding the parameters specified in sub-item (b) above;

(7) Parts, components, accessories and sub-assemblies, specially designed for the above equipment.

Explanatory Note:

Frequency synthesizer means any kind of frequency source or signal generator, regardless of the actual technique used, providing a multiplicity of simultaneous or alternative output frequencies, from one or more outputs, controlled by, derived from or disciplined by a lesser number of standard (or master) frequencies.

Equipment covered by sub-item (b)(3) above, with a switching speed not less than 5 milliseconds.

1533. Frequency spectrum analysers (being apparatus capable of indicating the signal-frequency components of multi-frequency signals), as follows:

(a) Non-programmable and capable of operating at frequencies over 12.5 GHz;

(b) Programmable and capable of operating at frequencies over 1 GHz;

(c) Having a display bandwidth in excess of 125 MHz;

(d) Employing time compression of the input signal or Fast Fourier Transform techniques;

(e) Incorporating computing facilities capable of addressing an internal, fixed or alterable memory, as follows:

(1) Of more than 2,048 bits for word length exceeding 4 bits: or

(2) Of more than 4,096 bits for word lengths of 4 bits or less;

(f) Having either of the following characteristics for analysing frequencies greater than 1 GHz;

(1) Including a scanning preselector;

(2) Incorporating a tracking signal generator;

(g) Having an overall display dynamic range of better than 80 dB;

(h) Specialised components, accessories and parts.

Explanatory Notes:

1 This item is not intended to cover optical spectrum analysers

2 One example of FFT techniques is described in 'An algorithm for the machine computation of complex Fourier series' by Cooley and Tukey in 'Mathematics of Computation', April 1965, page 297.

1537. Microwave equipment, including parametric amplifiers, capable of operating at frequencies over 1 GHz (other than microwave equipment covered by Items 1501, 1517, 1520, 1528 and 1529), as follows:

(a) Rigid and flexible waveguides and components therefor designed for use at frequencies in excess of 18 GHz;

(b) Waveguides having a bandwidth ratio greater than 1.7:1;

(c) Waveguides components, as follows:

(1) Directional couplers having a bandwith ratio greater than 1.7:1 and directivity over the band of 20 dB or more;

(2) Rotary joints capable of transmitting more than one isolated channel or having a bandwidth greater than 5 per cent of the centre mean frequency, *except* those used in air traffic control equipment carrying combinations of frequencies suitable for secondary surveillance radar antennae co-mounted on a primary radar antenna and which do not have a bandwidth exceeding 5 per cent of the centre mean frequency;

(3) Magnetic, including gyro-magnetic, waveguide components;

(d) TEM mode devices, using magnetic, including gyro-magnetic properties;

(e) TR and anti-TR tubes and components therefore, *except* those designed for use in waveguides and having any of the following characteristics, which are in normal civil use for ground or marine radar:

(i) Operating at a peak power not exceeding 3 MW and at a frequency of 1.5 GHz or less;

(ii) Operating at a peak power not exceeding 1.2 MW and at a frequency over the range of 1.5 GHz to 3.5 GHz;

(iii) Operating at a peak power not exceeding 600 kW and at a frequency over the range of 3.5 GHz to 6 GHz; or

(iv) Operating at a peak power not exceeding 300 kW and at a frequency over the range of 6 GHz to 10.5 GHz;

(f) Assemblies and sub-assemblies in which the isolating base material functions as a dielectric (as used in stripline, microstrip or slotline *except* for those items specifically designed for use in civil televisions systems to meet ITU standards and using as an insulation material paper base phenolics, glass cloth, melamine, glass cloth epoxy resin, polyethylene terephthalate or other insulating material with an operating temperature not exceeding 302°F (150°C).

(g) Phased array antennas and sub-assemblies, designed to permit electronic control of beam shaping and pointing (see Munitions List Item 15), and/or specialised parts thereof (including but not limited to duplexers, phase shifters, and associated high speed

diode switches); *except* duplexers and phase shifters specifically designed for use in civil television systems or in other civil radar or communication systems not embargoed elsewhere in the Lists.

(h) Microwave assemblies or sub-assemblies having circuits fabricated by the same processes used in integrated circuit technology, which include active circuit elements (for acoustic wave devices, see Item 1568) (see also Item 1564);

(i) Microwave assemblies or sub-assemblies which contain band pass or band stop filters and are capable of operating at 3 GHz or greater;

(j) Amplifiers (see also Item 1521);

(k) PIN modulators (see also Item 1544).

1 *Items caught by sub-item (f) above designed for and intended for use in civil telecommunication systems at frequencies allocated by the ITU for that purpose.*

2 *Items caught by sub-item (h) above for use at frequencies between 1 GHz and 3 GHz.*

3 *Equipment containing parametric amplifiers or paramagnetic amplifiers covered by sub-item (j) above*

(i) *Specifically designed for medical applications or for use in simple educational devices and operating at ISM frequencies;*

(ii) *Having an output power of not more than 10 Watts, which is specially designed for industrial and civilian intrusion detection and alarm systems, traffic and industrial movement control and counting systems, environmental pollution of air or water detection systems, or for simple educational devices.*

1541. Cathode ray tubes having any of the following characteristics:

(a) A resolving power of 800 lines or more per inch (32 lines per millimetre), using the shrinking raster method of measurement;

(b) With travelling wave or distributed deflection structure, or incorporating other techniques or minimise miswatch of fast phenomena signals to the deflection structure;

(c) Alpha-numeric and similar display tubes in which a symbol-mask within the tube can be scanned to display any of the symbols on any part of the phosphor.

Cathode-ray tubes covered by sub-item (b) above which utilise segmented plate (sectioned Y-plate) structures.

1542. Cold cathode tubes and switches, as follows:

(a) Triggered spark-gaps, having an anode delay time of 15 microseconds or less and rated for a peak current of 3,000 amps or more, specially designed parts therefor; equipment incorporating such devices;

(b) Cold cathode tubes, whether gas-filled or not, operating in a manner similar to a spark-gap, containing three or more electrodes and having all the following characteristics:

(1) Rated for an anode peak voltage of 2,500 volts or more;

(2) Rated for peak currents of 100 amps or more;

(3) An anode delay time of 10 microseconds or less;

(4) An envelope diameter of less than 25.4mm (1 in)

Explanatory Notes: Triggered spark-gaps are tubes with a structure consisting of two opposed anodes with shapes resembling flattened hemispheres and with one or more triggering probes placed approximately in the centre of one anode. The structure is sealed and contains a mixture of gases, principally nitrogen under less than atmospheric pressure.

Sub-item (b) includes gas krytron tubes, vacuum krytron tubes and similar tubes.

1544. Semi-conductor diodes designed or rated for use at input or output frequencies above 12.5 GHz, having a bulk material other than selenium or copper oxide, or having any of the following characteristics:

(a) (1) Point contact diodes designed or rated for use at input or output frequencies above 12.5 GHz;

(2) Mixer and detector diodes designed or rated for use at input or output frequencies above 1 GHz;

(b) Bulk effect oscillator and amplifier devices (including those used for the direct conversion of DC to RF power) designed or rated for use at output frequencies greater than 1 GHz;

(c) Voltage variable capacitor diodes designed or rated for use at input or output frequencies greater than 300 MHz, *except* those having all of the following characteristics:

(i) a rated power dissipation of less than 0.5 watts at 25°C (77°F);

(ii) A series inductance higher than 1 nanoHenry;

(iii) A typical figure of merit Q of less than 800 measured at a reverse voltage of 4 volts and a frequency of 50 MHz;

(d) Fast recovery diodes, as follows:

(1) Having a rated maximum reverse recovery time of less than 1 nanosecond; or

(2) Having both a rated forward rectified current over 1 ampere and a rated maximum reverse recovery time of less than 30 nanoseconds;

Explanatory Notes:

1 When average reverse recovery time is quoted instead of maximum reverse recovery time, the maximum may be regarded as two times the average.

2 When reverse recovery time is not quoted, diodes rated for a stored charge of less than 25 pico-coulombs shall be regarded as embargoed by sub-item (d) above.

(e) Tunnel diodes having either of the following characteristics:

(1) A resistive cut-off frequency (F_{RO}) exceeding 20 GHz; or

(2) A maximum reverse recovery time of less than 1 nanosecond;

(f) PIN diodes designed or rated for use at input or output frequencies above 1 GHz.

Explanatory Notes:

1 Diodes constructed with a rectifying deposited metal semi-conductor junction or barrier, such as hot carrier or Schottky-barrier diodes, will normally be considered under sub-items (a) and (d) above.

2 This item does not cover non-coherent visible spectrum high emitting diodes used as indicator elements or in alphanumeric displays.

Shipments containing up to 200 of the diodes covered by sub-item (a)(2) above for civil use, but with a maximum frequency not exceeding 3 GHz

(For photodiodes, see Item I.L. 1548)

1545. Transistors and specialised parts therefor, *except* phototransistors (see Item I.L. 1548), as follows:

(a) Of any type using a bulk semi-conductor material other than germanium or silicon;

(b) Using silicon as the bulk semi-conductor material and having any of the following characteristics:

(1) An average f_T greater than 2 GHz;

(2) A product of the average f_T in GHz and the maximum collector dissipation in watts exceeding 3;

(3) Majority carrier devices, including but not limited to field effect transistors and metal oxide semi-conductor transistors, *except* field effect transistors encapsulated in non-hermetically sealed cases and having a maximum collector dissipation of 500 mW or less and a maximum operating frequency of 250 MHz or less.

Explanatory Note:

The maximum operating frequency mentioned in sub-item (b)(3) above is defined as follows:

$$f_{max} = \frac{gm}{2 \pi Ci}$$

where gm is the maximum transconductance in Siemens (mho) and Ci is the input capacitance in pico-farads.

Transistors covered by sub-items (b)(1) and (2) above designed for mast head aerial amplifiers or for community television distribution systems having an average f_T not exceeding 3 GHz and a figure of merit not exceeding 3.

Transistors covered by sub-item (c)(3) above for use in civil TV AM/FM receivers or audio equipments.

1547. Thyristors, as follows:

(a) Designed for use in pulse modulators having a rated turn-on time of less than 1 microsecond where the rated peak current exceeds 100 Amperes;

(b) Having a rated turn-off time of less than 3 microseconds;

(c) Having a rated turn-off time of from 3 microseconds to less than 6 microseconds and a figure of merit greater than 1;

(d) Having a rated turn-off time of from 6 to 10 microseconds and a figure of merit greater than 10.

Explanatory Note: The figure of merit is here defined as the product of the repetitive peak 'off' state voltage (V DRM) in kilovolts and the repetitive peak 'on' state current (I TRM) in amperes as shown on the thyristor data sheets.

Transistors covered by this item when not for use in radar or laser modulators.

1548. Photo cells, as follows:

(a) Photoelectric cells, photo-conductive cells (including photo-transistors and similar cells) with a peak sensitivity at a wavelength longer than 12,000 Angström units or shorter than 3,000 Angström units;

(b) Photo-transistors and semi-conductor photo-diodes with a response time constant of 0.5 microsecond or less measured at the operating temperature of the cell for which the time constant reaches a minimum.

Explanatory Notes: The time constant is defined as the time taken from the application of a light stimulus for the current increment to reach a value of 1–1/e times the final value (ie 63 per cent of the final value).

This item is not intended to include germanium photo devices with a peak sensitivity at a wavelength shorter than 17,500 Angström units.

Photo-conductive cells described in sub-item (a) above provided:

(1) *They are designed for use in civil industrial applications;*

(2) *They are infra-red single element encapsulated and use evaporated lead sulphide or triglycine sulphate with a surface area of* 20 *sq. mm or less.*

Photo-diodes described by sub-item (b) above with a peak sensitivity at a wavelength neither longer than 9,000 *Angström units nor shorter than* 3,000 *Angström units and which have a response time constant of* 0.5 *nanoseconds or more.*

1549. Photomultiplier tubes as follows:

(a) For which the maximum sensitivity occurs at wavelengths longer than 7,500 Angström units or shorter than 3,000 Angström units; or

(b) having an anode pulse rise time of less than 1 nanosecond.

Non-ruggedised tubes described in sub-item (a) above required as replacement parts for specific civil equipment not exceeding the capability of that which could be exported under this List, provided that these parts do not upgrade the initial performance of such equipment.

1550. Thermal detecting cells, ie bolometers and thermocoupler detectors, radiant energy types only, with a response time constant of less than 10 milliseconds measured at the operating temperature of the cell for which the time constant reaches a minimum.

1553. Flash-discharge type X-ray systems, including tubes, having all of the following specifications:

(a) Peak power greater than 500 MW;

(b) Output voltage greater than 500 kV; and

(c) Pulse width less than 0.2 microsecond.

1555. Electron tubes and specialised components and parts therefor (*except* commercial standard television camera tubes not having fibre optic faceplates and commercial standard X-ray amplifier tubes), as follows:

(a) Image intensifiers, image converters and camera tubes incorporating intensifiers and converters or coupled with such tubes;

(b) Electronic storage tubes, including memory transformers of radar pictures;

Non-ruggedised direct viewing storage tubes described in sub-item (b), having a diameter or diagonal not exceeding 280 *mm, for civil radar applications and for civil uses in oscilloscopes.*

(c) Camera tubes with return beam read-out (ie camera tubes in which the electron beam is returned to an internal dynode structure within the tube), including return beam vidicons and image isocons, but excluding conventional non-ruggedised image orthicons;

Conventional non-ruggedised isocons described in sub-item (c) above for use in commercial entertainment-type television broadcasting and in commercial standard medical X-ray applications.

(d) Camera tubes without return beam read-out (including but not limited to SEC vidicons) for which, with a faceplate illuminance of 10^{-4} lumens/ft^2 (foot-candles) or irradiance of 5×10^{-5} Watts/m^2, the product of (i) the relative amplitude response (in percentage, ie if 40 per cent use 40.0) at 400 lines/picture height and (ii) the output signal current (in nanoamperes) exceeds 200;

Explanatory Note: For this measurement the source of illumination should be a CIE (International Commission on Illumination) reference 'A', 2,854°K. The test target should have a contrast of 80 per cent or more. The picture aspect ratio should be 3:4.

(e) Camera tubes with fibre optic faceplates and/or electron image amplification by internal microchannel plates described in Item 1556;

Camera tubes having fibre optic faceplates but not otherwise described in this item, provided that the tubes will be used for civil television or medical applications.

(f) Ruggedised vidicon-type tubes, including secondary electron conduction and silicon target vidicon-type tubes, *except* tubes not capable of withstanding acceleration greater than $2\frac{1}{2}$ g at any frequency within the vibration frequency range of 5 Hz to 2,000 Hz.

Explanatory Note: For the purposes of this item 'commercial standard television camera tubes' are defined as non-ruggedised tubes having performance characteristics consistent with normal commercial use and which have been in regular commercial use in identified applications for a minimum of one year.

Electron tubes or specialised components covered by this item that are required as spares or for the servicing of identified equipment containing such items that has previously been exported.

1556. Optical elements and elements for optical tubes, as follows:

(a) Non-flexible fused fibre optic plates or bundles, having all of the following characteristics:

(1) A fibre pitch (centre-to-centre spacing) of less than 15 microns;

(2) A light-absorbing medium surrounding each fibre, or interstitially placed between fibres;

(3) A diameter greater than 13mm ($\frac{1}{2}$ in);

(b) Microchannel plates for electron image amplification having both of the following characteristics;

(1) 15,000 or more hollow tubes per plate; and

(2) Hole pitch (centre-to-centre spacing) of less than 30 microns.

1557. Gas discharge voltage regulator tubes designed to withstand an acceleration of short duration (shock) greater than 1,000 g or to operate in ambient temperatures exceeding 200°C (392°F).

For grid control hot-cathode gas-filled tubes (thyratrons), see Item I.L. 1559; for cold-cathode types, see Item I.L. 1542(b), for TR and anti TR Tubes, see I.L. 1537(f).

1558. Electronic vacuum tubes (valves) and specialised parts, as follows:

(a) Tubes in which space charge control is utilised as a functional parameter, including but not limited to triodes and tetrodes, as follows:

(1) Tubes rated for continuous wave operation having either of the following characteristics:

(i) about 4,000 MHz at maximum rated anode dissipation; or

(ii) Over the frequency range 300 MHz to 4,000 MHz and for which, under any condition of cooling, the product of the maximum rated anode dissipation (expressed in watts) and the square of the maximum frequency (expressed in MHz) at the maximum rated anode dissipation is greater than 10^9, or where applied to external anode tubes rated only without a radiator and rated only for free air circulation, the product is greater than 5×10^7;

Explanatory Note: For tubes specially designed for television transmitters operating in the frequency range of 470 MHz to 960 MHz and rated for operation without a grid current, the product of the rated anode dissipation and the square of the maximum fre-

quency may reach 1.5×10^{10}. For tubes intended for other applications and rated for operation without a grid current, the product of the rated anode dissipation and the square of the maximum frequency may reach 2.5×10^{8}.

(2) Tubes rated only for pulse operation having either of the following characteristics:
  (i) above 1,000 MHz at the peak pulse output power; or
  (ii) between 300 MHz and 1,000 MHz and for which under any condition of cooling, the product of the peak pulse output power (expressed in watts) and the square of the maximum frequency (expressed in MHz) is greater than 4.5×10^{10};

(b) Tubes in which the velocity of the electrons is utilised as one of the functional parameters, including but not limited to klystrons, travelling wave tubes and magnetrons, *except*:
  (i) Low power oscillator klystrons designed to operate at frequencies below 13.5 GHz with a maximum rated output power of less than 3 W;
  (ii) Fixed frequency and tunable pulsed magnetrons which are in normal civil use in equipment which may be exported under the terms of this List as follows:
  (1) designed to operate at frequencies below 3.5 GHz with a maximum rated output power of 1.2 MHz or less;
  (2) designed to operate at frequencies between 3.5 GHz and 10.5 GHz with a maximum rated output power of 300 kW or less;
  (iii) Fixed frequency continuous wave magnetrons designed for medical use or for industrial heating or cooking purposes operating at a frequency of 2.45 GHz $\pm$ 0.05 GHz with a maximum rated output power not exceeding 5 kW or at a frequency lower than 1 GHz with a maximum rated output power not exceeding 25 kW;

(c) Valves designed to withstand acceleration of short duration (shock) greater than 1,000 g;

(d) Valves designed for operation in ambient temperatures exceeding 100°C;

(e) Vacuum tubes specially designed for use as pulse modulators for radar or for similar applications, having a peak anode voltage rating of 100 kV or more; or rated for a peak pulse power of 2.4 MW or more.

(1) *Travelling wave tubes and mounts designed to operate at frequencies below 13.5 GHz for use as the output tube in civil communications, subject to the tube having the following characteristics:*
  (i) *a saturated output power not exceeding 40 W at or below 8.5 GHz;*
  (ii) *a saturated output power not exceeding 20 W between 8.5 GHz and 13.5 GHz.*

(2) *Tubes covered by sub-items (a) and (b) above, specially designed for television purposes and which are to be used in television transmitters, the precise location of which is known, for civil telecasting according to CCIR or OIR standards.*

(3) *Tubes covered by sub-items (a) and (b) required as replacement parts for specific civilian equipment (for example pulse amplifier klystrons and fixed frequency and tuneable pulsed magnetrons covered by sub-item (b) and needed for civil radar) not exceeding the capability of that which could be exported in the context of other List items, provided that these parts do not upgrade the initial performance of that equipment.*

(4) *Pulsed amplifier klystrons described in sub-item (b) above designed to operate at frequencies below 3.5 GHz with a maximum rated peak output power of 1.6 MW or less.*

1559. Hydrogen thyratrons rated for a peak pulse power output of 12.5 MW or more.

Explanatory Note: A thyratron is any hot cathode gas-filled tube containing 3 or more electrodes in which anode current flow is initiated by a control electrode.

Hydrogen thyratrons required as replacement parts in specific civil radar equipment previously exported, provided that they do not upgrade the initial performance of that equipment.

1560. Capacitors designed for and/or capable of maintaining their rated electrical and mechanical characteristics during their specified operating lifetime, as follows:

(a) Monolithic ceramic capacitors rated for operation over the whole range of ambient temperatures from below −45°C to above +100°C;

(b) Tantalum electrolytic capacitors rated for operation at ambient temperatures exceeding +125°C, *except* sintered electrolytic types having a casing made of epoxy resin or which are sealed or coated with epoxy resin;

(c) Other capacitors rated for operation at ambient temperatures below −55°C or above +200°C.

Monolithic ceramic capacitors covered by this item which are rated for operation at ambient temperatures within the range from −55°C to +125°C.

1561. Materials specially designed and manufactured for use as absorbers of electromagnetic waves having frequencies greater than 2×10^{8} Hz, and less than 3×10^{12} Hz.

1564. Electronic component assemblies, sub-assemblies, printed circuit boards, and microcircuits.

I. Defined as follows:

(a) Assembly—A number of components assembled to perform a specific function or functions, replaceable as an entity (and normally capable of being disassembled).

(b) Microcircuit—A device in which a number of passive and active circuit elements are considered as indivisibly associated on or within a continuous structure to perform the function of a circuit.

(c) Monolithic integrated circuit—A microcircuit fabricated as a single component consisting of elements formed in or on a single semi-conducting substrate by diffusion, implantation or deposition.

(d) Film type microcircuit—An array of circuit elements and metallic interconnections formed by deposition of a thick or thin film on an insulating substrate.

(e) Multichip microcircuit—A microcircuit containing two or more monolithic integrated circuit chips bonded to a common substrate.

(f) Hybrid microcircuit—A microcircuit consisting of a combination of film type microcircuits and monolithic integrated circuit elements or combinations of either with discrete components.

(g) Circuit element—A single active or passive functional item in an electronic circuit, such as one diode, one transistor, one resistor, one capacitor.

(h) Discrete component—A separately packaged circuit element with its own external connections.

II. Listed as follows:

(a) High density assemblies, constituting one or more functional circuits, (*except* those with a discrete component density of 15 per cc (246 per cubic inch) or less), having any of the following characteristics:
  (1) Consisting of discrete components and integrated circuits;
  (2) Incorporating any active discrete component, caught by another item in this schedule;
  (3) Designed or rated for continuous operation without derating over the temperature range −55°C to + 85°C;
  (4) Designed or rated as radiation hardened circuits;

(b) Printed circuit boards (single sided, double sided, or multi-layer) designed to mount and provide interconnection between electronic components (with or without such components), *except* those mounting no controlled components and manufactured from any of the following insulating materials:
  (i) Paper base phenolics
  (ii) Glass cloth melamine
  (iii) Glass epoxy resin
  (iv) Polyethylene terephthalate
  (v) Any insulating material with a maximum continuous rated operating temperature not exceeding 150°C;

(c) Microcircuits (monolithic integrated circuits, multichip, hybrid, or film type microcircuits), *except*
  (1) encapsulated passive networks formed by thick film deposition techniques; or
  (2) encapsulated and tested circuits which are not designed or rated as radiation hardened, which are packaged in TO-5 outline cases (0.305 inch to 0.370 inch diameter) or in non-hermetically sealed cases and which are:
    (i) Bipolar types designed for operation as saturated digital logic circuit elements (except Schottky barrier and ECL types), having all rated maximum propagation delays of 15 nanoseconds or more, and all typical digital propagation delays are 7 nanoseconds or more (for devices

specified only in terms of clock or toggle rate, the typical value must be 30 MHz or less), encapsulated in a package having 16 terminals or less, and not rated for operation below −20°C or above +75°C;

(ii) Encapsulated and tested circuits which are not designed or rated as radiation hardened, which are packaged in TO-5 outline cases (0.305 inch to 0.370 inch diameter) or in non-hermetically sealed cases and which are:

(1) Bipolar types designed for operation as digital logic circuit elements but limited to gates, inverters, buffers, bilateral switches, drivers, counters, latches, adders, comparators, parity generators, multiplexers, expanders, flip-flops, multivibrators, code converters, registers, decoders, demultiplexers, diode matrices, multipliers and Schmidt-triggers, and having all of the following characteristics:

(a) A product of the typical basic gate propagation delay time, in nanoseconds, and the power dissipation per basic gate, in milliwatts, not less than 70 pJ (ie speed-power product/gate not less than 70 pJ);

(b) A typical propagation delay time not less than 5 nanoseconds;

(c) Not rated for operation below −20°C or above +75°C; and

(d) Encapsulated in a package having 16 terminals or less.

(2)(a) Non-reprogrammable P-channel MOS circuits specially designed for, and which by virtue of circuit design, content and lay-out are limited to use for, simple manually operated calculators which provide no more than the following six operational functions; addition, subtraction, multiplication, division (including percentage and reciprocal), squaring, square root; and are not rated for operation below −20°C or above +75°C;

(b) P-channel MOS circuits, specifically designed as, and which by virtue of circuit design, content and layout are limited to use as, digital shift registers with a maximum clock rate of 2 MHz, a maximum number of bits per package of 256 and are not rated for operation below −20°C or above +75°C;

(3) Non-reprogrammable types specially designed for, and which by virtue of circuit design, content and lay-out are limited to use only for, functional purposes in the electrical systems of automobiles or trucks.

(4)(a) Untuned AC amplifiers having a bandwidth of less than 1 MHz and a maximum rated power dissipation of 5 W or less at a case temperature of 25°C;

(b) Audio amplifiers having a maximum rated power dissipation of 25 W or less at a case temperature of 25°C;

(5) Operational amplifiers, having all of the following characteristics:

(a) A typical unity-gain open-loop bandwidth of not more than 5 MHz;

(b) A typical open-loop voltage gain of not more than 100,000 or 100 dB;

(c) A maximum intrinsic rated input offset voltage of not less than 5 mV;

(d) A slow rate not exceeding 1 Volt/microsecond;

(e) Not rated for operation below −20°C or above +75°C;

(6) Voltage regulators, having all of the following characteristics:

(a) A rated nominal output voltage of 40 Volts or less;

(b) A maximum output of current of 150 mA or less;

(c) A rated maximum power dissipation of 1.5 W or less, at a case (or mounting base) temperature of 25°C;

(d) Not rated for operation below −20°C or above +75°C;

(7) Voltage comparators, having all of the following characteristics;

(a) A maximum input of offset voltage of not less than 2 mV,

(b) A typical switching speed or typical response time of not less than 30 nanoseconds;

(c) Not rated for operation below −20°C or above +75°C;

(8) Types specially designed for civil uses as frequency modulation stereo multiplex demodulators, television synchronisation signal processors, and not rated for operation below −40°C or above +85°C;

(9) Bipolar memory devices, having all of the following characteristics:

(a) A maximum number of bits per package not exceeding 64;

(b) A typical access time not less than 50 nanoseconds;

(c) Not rated for operation below −20°C or above +75°C; and

(d) Encapsulated in a package having 16 terminals or less;

(10) Non-reprogrammable, non-imaging types specially designed for use in unembargoed cameras (including cine cameras) and medical pacemakers, and which by circuit design, content and lay-out are normally limited to such use;

(11) Bipolar types designed for operation as electronically controlled switches (inductive, magnetic, optical) or as threshold value switches, with switching times of 7 microseconds or greater, designed for civil uses and not rated for operation below −20°C or above +75°C.

Explanatory Note: Nothing in the above shall be construed as sanctioning the export of technology for manufacture of any assembly, sub-assembly, microcircuit (monolithic integrated circuit, multichip, hybrid, or film type microcircuit) or circuit element referred to in this item. For manufacturing equipment see Item 1355 and/or Item 1356.

Devices described in sub-items II (a), (b), (c), provided that the devices have been designed specifically for identifiable civil applications and, by nature of design or performance, are substantially restricted to the particular application for which they have been designed.

Devices covered by sub-items II (a), (b) and (c) above when they consist of, or are incorporated in, plug-in printed circuit boards or plug-in modules for use in equipment which is not caught in this schedule, or for use in specifically identified equipment previously exported, and which do not upgrade the initial performance of that equipment, provided that the plug-in printed circuit boards or plug-in modules cannot operate independently from the equipment to which they are to be connected or inserted.

Integrated circuits covered by sub-item II (c) above only by virtue of being encased in hermetically sealed dual-in-line packages provided that the exporting government is satisfied that the stated legitimate civil end-use requires such a package. Devices covered by sub-item II (c) above which are designed specifically for use in clocks and watches and by design or performance restricted to such use.

P-channel MOS circuits qualified for release under sub-item II(c)(ii)(2)(a) above except by virtue of the temperature limits therein, provided they are not rated for operation at temperatures below −40°C or above +85°C.

Explanatory Note: This item is not intended to cover any of the following:

(i) Non-coherent light-emitting alpha-numeric displays (see also Item 1544);

(ii) Any display as in (i) above which incorporates an integrated circuit (not rated for operation below −20°C or above +75°C) used for controlling and/or driving that display, provided that the integrated circuit is not integral with the actual display device;

(iii) Simple encapsulated photo coupler (transoptor) assemblies with electrical input and output and which incorporate non-coherent light-emitting diodes.

1565. Electronic computers and related equipment, as follows:

(a) Analogue computers designed or modified for use in airborne vehicles, missiles or space vehicles and rated for continuous operation at temperatures from below −45°C to above +55°C; and equipment or systems incorporating such computers;

(b) Other analogue computers capable of accepting, processing and putting out data in the form of one or more continuous variables

and capable of incorporating a total of at least 20 summers, integrators, multipliers or function generators with facilities for readily varying the interconnection of these components;

(c) Digital computers and digital differential analysers (incremental computers), as follows:

(1) Designed or modified for use in airborne vehicles, missiles, or space vehicles and rated for continuous operation at temperatures from below −45°C to above +55°C;

(2) Designed or modified to limit electromagnetic radiation to levels much less than those required to meet appropriate government civil interference specifications;

(3) Designed as ruggedised equipment and capable of meeting military specifications for ruggedised equipment or modified for military use;

(4) Designed or modified for 'data (message) switching' or those incorporating equipment, devices, or techniques, including software, microprogramme control (firmware) and/or specialised logic control (hardware), for accepting, storing, processing and retransmitting data groups;

Explanatory Note: 'Data (message) switching' is the technique (including but not limited to store and forward or packet switching) for accepting data groups (including messages, packets or other digital or telegraphic information groups that are transmitted as a composite whole), storing (buffering) data groups as necessary, processing part or all of the data groups for control (routing, priority, formatting, code conversion, error control, retransmission or journaling), transmission or multiplexing purposes as necessary, and retransmitting (processed) data groups when transmission and/or receiving facilities are available.

(5) Equipment or systems incorporating such computers;

(d) Digital computers with one or more of the following characteristics:

(1) Floating point operations are implemented by hardware or microprogramme control (firmware);

(2) The computer is equipped with peripherals other than those free from embargo under Explanatory Note 1 below;

(3) The computer is equipped with cathode-ray tube or other displays, *except* those free from embargo under Explanatory Note 1 below, as follows:

(i) Used to display alpha-numeric, graphic and/or similar data or information; or

(ii) With light gun or other graphic input devices;

(e) Other digital computers operated by one or more common control units and capable of all of the following:

(1) Accepting, storing, processing and producing an output in numerical or alphabetical form;

(2) Storing in fixed or alterable (writable) storage devices more than 512 numerical and/or alphabetical characters or having an internal fixed or alterable memory of more than 2,048 bits;

(3) Performing a stored sequence of operations that are modifiable by means (including replacement of fixed storage devices) other than a physical change in wiring or interconnections; and

(4) Selecting a sequence from a plurality of sorted operations based upon data or an internally computed result;

(f) Computers capable of operating in both analogue and digital modes and related equipment, as follows:

(1) Equipment whose analogue portion meets the conditions of sub-item (b) and whose digital portion meets the conditions of sub-item (e) and which also provides facilities for processing in the digital section numeric data from the analogue section and/or vice versa;

(2) Equipment for interconnecting the analogue and digital portions of computers as defined in sub-item (f)(1);

(3) Digital or analogue computers containing interconnecting equipment as defined in sub-item (f)(2);

(g) Related equipment for the above (including that also described in Items 1572 and 1588), designed or modified as described in sub-items (a) or (c), ie specialised parts, components, peripherals, displays, sub-assemblies, accessories, and spare parts;

(h) Other related equipment for the above (including that also described in Items 1572 and 1588), ie specialised parts, components, peripherals, displays, sub-assemblies, accessories, and spare parts;

Explanatory Notes:

1 Sub-item (h) does not bring under control the following digital computer peripherals or displays unless they are controlled by sub-item (g):

(a) Peripherals, as follows:

(1) Punched card readers capable of operating at a speed not exceeding 2,000 cards per minute and punched card punches;

(2) Paper tape readers capable of operating at a speed not exceeding 2,000 characters per second and paper tape punches;

(3) Manually operated keyboards including teletype input devices;

(4) Non-impact printers capable of operating at a speed not exceeding 2,500 characters per minute, impact line printers and impact character printers;

(b) Displays, as follows:

(1) Cathode-ray tube displays for which circuitry and character generation devices external to the tube limit displays to alpha-numeric characters in fixed formats or to graphs composed only of the same basic elements as used for alpha-numeric character composition (limited to graphic displays for which the sequence of symbols and basic elements of symbols are fixed by the format and character generators in the unit and cannot be generated arbitrarily by the computer);

(2) With light gun or other graphic input devices which are parts of the above cathode-ray tube displays;

(3) Cathode-ray tube displays (excluding those displays which use cathode-ray tubes covered by Item 1541) which are part of industrial or medical equipment and which are not specially designed for computer use;

(4) Non-coherent visible-spectrum light emitting diode displays not covered by Item 1544;

(5) Nixie-type tube displays;

(6) Other displays for which circuitry and character-generation devices external to the display device (panels, tubes, etc.) and the construction of the display device limit displays to alpha-numeric characters in fixed formats or to graphs composed only of the same basic elements as used for alpha-numeric character composition (limited to graphic displays for which the sequence of symbols and basic elements of symbols are fixed by the format and character generators in the unit and by the display device and cannot be generated arbitrarily by a computer or other control device)

This sub-paragraph does not remove from control displays or display devices having circuitry or non-mechanical character-generation devices integral with the display device, or having any of the following characteristics:

(i) An area of 1,200 sq. cm or less and a minimum character height of less than 8mm;

(ii) An area greater than 1,200 sq. cm and a minimum character height of less than 20mm; or

(iii) A capability of displaying more than 3 levels (off, intermediate and full on);

(c) Specialised parts, components, sub-assemblies accessories and spare parts for the above.

This note does not remove from control interface or control units for the above or any of the above which incorporate equipment otherwise embargoed by this item or which are also described in this item or which are also described in Items 1572 and 1588.

2 Exports of technology, including transfer of skills and data, necessary for design, fabrication, assembly and check-out of equipment covered by this item remain under control.

(1) *Analogue computers covered by sub-item (b) and related equipment therefor covered by sub-item (h), provided that:*

(a) *The computers and related equipment are not covered by and would not thereby become covered by sub-items (a), (f) or (g), or exceed the limits quoted below*

(b) *The analogue computers are limited as follows:*

(1) *The rated errors for summers, inverters and integrators are not less than*

(i) *Static:* 0.01 *per cent*

(ii) *Total at 1 kHz:* 0.15 *per cent*

(2) *The rated errors for multipliers are not less than*

(i) *Static:* 0.025 *per cent*

(ii) *Total at 1 kHz:* 0.25 *per cent*

(3) *The rated error for fixed function generators (log x and sine/cosine) is not less than*

Static: 0.1 *per cent*

(4) *No more than* 350 *operational amplifiers; and*

(5) *No more than four integrator time scales switchable during one programme;*

Technical Notes:

1 *The percentage quoted in (b)(1)(i) above applies to the actual output voltage; all other percentages apply to full scale, that is from maximum negative to maximum positive reference voltages.*

2 *Total errors at 1 kHz quoted in (b)(1)(ii) and (2)(ii) above are to be measured with those resistors incorporated in the inverter, summer or integrator which provide the least error.*

3 *Total error measurements include all errors of the unit resulting from, for example, tolerances of resistors and capacitors, tolerances of input and output impedances of amplifiers, the effect of loading, the effects of phase shift, and the generating of functions.*

(2) *Digital computers covered by sub-item (c)(4), which are:*

(*a*) *specially designed to meet the requirements of CCITT recommendation F31 or ICAO recommendations for civil aviation communication networks;*

(*b*) *are for civil application and will be operated by the civil authorities of the importing country for general civil traffic, or for traffic with links with Western countries, or for an international service to fulfil a commitment to ITU, ICAO, or any other inter-governmental organisation which includes Western countries;*

(*c*) *are not covered by the remainder of sub-item (c) or by sub-items (f) or (g), or do not exceed the limits quoted herein;*

(*d*) *normal for the approved use and that the equipment will be limited as follows:*

(1) *Suitable combinations of circuits not exceeding:*

(*i*) 250 *circuits with 'data signalling rates' of less than* 150 *bits per second;*

(*ii*) 60 *circuits with 'data signalling rates' of* 150 *to* 1,000 *bits per second; and/or*

(*iii*) 8 *circuits with 'data signalling rates' of greater than* 1,000 *to* 4,800 *bits per second;*

(2) *The maximum 'data signalling rate' of any circuit does not exceed* 4,800 *bits per second;*

(3) *The sum of 'data signalling rates' of all circuits does not exceed* 27,500 *bits per second;*

(4) *The sum of the 'data signalling rates' of all circuits with 'data signalling rates' greater than* 1,000 *bits per second does not exceed* 19,200 *bits per second;*

Technical Note: *'Data signalling rate' is as defined in ITU Recommendation* 53–36, *taking into account that, for non-binary modulation, 'bauds' and 'bits per second' are not equal. Bits for coding, checking and synchronisation functions are to be included.*

(*e*) *limited in the disclosure of software and technical information for any equipment exported hereby to the minimum necessary for the application, operation and maintenance of the equipment in the stated civil end-use*

(3) *Digital computers covered by sub-items (d)(1) or (2) or (e), and related equipment therefor covered by sub-item (h), which are:*

(*a*) *primarily used in 'telephone circuit switching' or 'telegraph' (telex) circuit switching' systems designed for fixed civil applications;*

(*b*) (*i*) *operated by civil authorities of the importing country for general civil traffic, or for traffic with links with Western countries, or for an international service to fulfil a commitment to ITU, ICAO or any other inter-governmental organisation which includes Western countries; or*

(*ii*) *used in a private exchange or private branch exchange (in each case of no more than* 5,000 *lines) which will be used in a civil installation situated in a densely-populated industrial area.*

(*c*) *not covered by and would not thereby become covered by sub-items (c), (f) or (g), or exceed the limits of this Note;*

(*d*) *normal for the approved use and that the equipment will be limited to the minimum system configuration necessary to control a* 50,000 *line exchange for the uses cited in sub-paragraph (3)(b)(i) above or to control a* 5,000 *line exchange for the uses cited in sub-paragraph (3)(b)(ii) above;*

(*e*) *limited in the interface equipment with which the digital computer is equipped (to be provided only for administrative and control communications purposes) as follows:*

(1) *The 'total effective bit transfer rate' of remote 'terminal devices' does not exceed* 2,400 *bits per second;*

(2) *The 'effective bit transfer rate' of any interface 'communication channel' does not exceed* 2,400 *bits per second;*

(3) *The interface equipment is located within the 'computer operating area' and limits the 'effective bit transfer rate' to those specified in sub-paragraphs (1) and (2) above; and*

(4) *All interfaced 'communication channels' are dedicated full time to the given application;*

(*f*) *limited in the disclosure of software and technical information for the equipment exported hereby to the minimum necessary for the application, operation and maintenance of the equipment in the stated civil end-use.*

Technical Notes:

(*a*) *'Telephone Circuit Switching' is the technique for establishing within an exchange, on demand and until released, an exclusive direct or PCM (CCITT Recommendations G-711, G-732 and G-733) connection between calling and called telephone circuits based solely on subscriber-type of telephone dialling information derived from the calling circuit. The telephone circuits may carry any type of signal, eg telephony, telegraph or telex, compatible with a voice channel bandwidth of* 3,100 *Hz. No information available on the circuit other than the subscriber dialling information is utilised for any other functions;*

(*b*) *'Telegraph (Telex) Circuit Switching' utilises techniques essentially identical to 'Telephone Circuit Switching' for establishing connections between telegraph (telex) circuits based on the same type of dialling information. The telegraph (telex) circuits (which may be telephone circuits) may carry any telegraph (telex) signal compatible with a voice channel bandwidth of* 3,100 *Hz or less. No information available on the circuit other than the subscriber dialling information is utilised for any other function.*

(4) *Digital computers and/or devices covered by sub-items (d)(1) or (2) or (e) and related peripherals covered by sub-item (h), which are:*

(*a*) *digital computers and/or devices that have been designed for identifiable office and personal use and, by nature of design, software, microprogramme control (firmware), specialised logic control (hardware) or performance, are substantially restricted to the particular application for which they have been designed;*

(*b*) *The digital computers and/or devices and the related peripherals and displays are not covered by sub-items (c), (f) or (g), or do not exceed the limits of this Note;*

(*c*) *limited as follows:*

(1) *The 'CPU data handling rate' does not exceed* 2 *million bits per second;*

(2) *The 'CPU numerical processing rate' for units capable of arithmetic operations does not exceed* 0.1 *million bits per second;*

(3) *The 'total internal memory available to the user' does not exceed* 32,768 *bits;*

(4) *For peripherals devices with which the computer is equipped:*

(*i*) *No more than one magnetic tape transport which does not exceed:*

(*a*) 1,600 *bits per inch per track;*

(*b*) 9 *tracks per* $\frac{1}{2}$ *in* (12.7*mm*) *tape width;*

(*c*) $\frac{1}{2}$ *in* (12.7*mm*) *tape width; and*

(*d*) 25 *in* (65.6*cm*) *per second tape read/write speed;*

(*ii*) *Cassette/cartridge tape drives described in sub-paragraph (f) below;*

(*iii*) *Digital computer peripherals and displays free from embargo under Note* 1; *and*

(*iv*) *Digital recording and reproducing equipment specially designed to use magnetic card, tag, label or bank cheque recording media free from embargo under Item* 1572(*a*)(*ii*):

(*d*) *are limited in their related peripherals as follows:*

Cassette/cartridge tape drives operating serially one track at a time, provided they have;

(*i*) *No more than* 800 *bits per inch per track; and*

(*ii*) *No more than* 6,000 *bits per second maximum bit transfer rate.*

NOTE: These tape drives are not subject to the provisions of sub-paragraph (b) above

Technical Notes:

(*a*) *'CPU data handling rate' is defined as the maximum number of bits that can be assessed in parallel from an internal memory divided by the minimum time (including access time) for the execution of any instruction operating on this number of bits.*

(*b*) *'CPU numerical processing rate' is defined as the number of bits used to represent an arithmetic operand divided by the average time required for execution of a multiplication operation, assuming the most efficient arithmetic data coding and the fastest hardware, microprogramme control (firmware) and/or software multiplication technique available to the user.*

(*c*) *'Total internal memory available to the user' is defined as the sum of the storage capacities of all user-alterable internal storage devices plus all user-replaceable fixed storage devices that may be incorporated in the*

equipment at one time and that may be used to store microprogramme control (firmware) and/or software instructions and data.

(5) *Related specialised parts, components, sub-assemblies, accessories and spare parts covered by sub-item (h) for equipment previously authorised for export under the foregoing section (4) provided that the related specialised parts, components, sub-assemblies, accessories and spare parts:*
(*a*) *Will not upgrade the equipment beyond the limits of Section (4) above;*
(*b*) *Are in reasonable quantities for equipment previously exported from the country;*

(6) *Related specialised parts, components, sub-assemblies, accessories and spare parts covered by sub-item (h) for tape drives previously authorised for export as in Section (4)(c)(4)(ii) and (d) provided that they will not upgrade the tape drives beyond the limits of Section (4) above.*

(7) *Digital computers covered by sub-items (d)(1) or (2) or (e), and related equipment therefor covered by sub-item (h), provided that:*

(*a*) *The equipment will be used primarily for the specific non-strategic applications for which the export might be approved and that the number, type and characteristics of such equipment are normal for such use;*
(*b*) *The computers and related equipment are not covered by and would not thereby become covered by sub-items (c), (f) or (g), or exceed the limits of this Section;*
(*c*) *The digital computers are limited as follows:*
(1) *The sum of either the 'I/O bus rate' or the 'total effective bit transfer rate', whichever is less, and the 'CPU bus rate' does not exceed 45 million bits per second;*
(2) *The 'processing data rate' for CPUs which implement floating point operations by hardware or microprogramme control (firmware) does not exceed 8 million bits per second;*
(3) *The internal memory total connected capacity (excluding parity, word marker and flag bits) does not exceed 2.36 million bits;*
(4) *For peripheral devices with which the computer is equipped:*
(*i*) *The 'total effective bit transfer rate' (excluding data channels not equipped with peripheral memory units) does not exceed 8 million bits per second;*
(*ii*) *The 'effective bit transfer rate' of any peripheral memory or data channel does not exceed 1.6 million bits per second;*
(*iii*) *No more than 12 magnetic tape transports;*
(*iv*) *Magnetic tape transports which do not exceed:*
(*a*) *1,600 bits per inch per track;*
(*b*) *9 tracks per ½ in (12.7mm) tape width; and*
(*c*) *½ in (12.7mm) tape width;*
(*v*) *For peripheral memory devices other than magnetic tape transports:*
(*a*) *Total connected 'net capacity' does not exceed 960 million bits;*
(*b*) *For each independent device with an 'average access time' of less than 30 milliseconds, the 'memory performance factor' does not exceed 8,000;*
(*c*) *For each independent device with an 'average access time' of 30 milliseconds or greater, the 'memory performance factor' does not exceed 43,000;*
(*d*) *'Total number of accesses' does not exceed 150 per second;*
(5) *The 'effective bit transfer rate' of any 'terminal device' located remote from the 'computer operating area' does not exceed 2,400 bits per second;*
(6) *For interface equipment with which the computer is equipped:*
(*i*) *The 'total effective bit transfer rate' (excluding parity, word marker and flag bits) of remote 'terminal devices' does not exceed 4,800 bits per second;*
(*ii*) *The 'effective bit transfer rate' of any interfaced 'communication channel' does not exceed 1,200 bits per second;*
(*iii*) *The interface equipment is located within the 'computer operating area' and limits the 'effective bit transfer rates' to those specified in sub-paragraphs (i) and (ii) above; and*
(*iv*) *All interfaced 'communication channels' are dedicated full time to the given application.*

(8) *Additional internal memory or peripheral memory devices covered by sub-item (h) for equipment previously authorised for export as in Section (7) provided that:*

(*a*) *Two years have elapsed since the initial installation of the equipment;*
(*b*) *The equipment would not thereby exceed the limits of Section (7)(c) with the following modified limits on internal memory and peripheral memory devices:*
(1) *The internal memory total connected capacity (excluding parity, word marker and flag bits) does not exceed 4.72 million bits;*
(2) *For peripheral memory devices other than magnetic tape transports:*
(*i*) *Total connected 'net capacity' does not exceed 1,400 million bits;*
(*ii*) *'Total number of accesses' does not exceed 200 per second;*
(*c*) *The conditions of Section (7) continue to be met;*

(9) *Peripherals covered by sub-item (h) as follows:*

(*a*) *Disc drives utilising non-rigid magnetic media, provided they have:*
(1) *No more than a 7.88 in (201mm) disc;*
(2) *No more than 3.2 million bit 'net capacity';*
(3) *No more than 250,000 bits per second maximum bit transfer rate; and*
(4) *No less than 250 millisecond 'average access time';*
(*b*) *Cassette/cartridge tape drives operating serially one track at a time, provided they have:*
(1) *No more than 1,600 bits per inch per track;*
(2) *No more than 48,000 bits per second maximum bit transfer rate;*
(*c*) *Non-impact line printers operating at 2,000 lines per minute or less and non-impact character printers operating at 300 characters per second or less;*
(*d*) *Graphic displays specially designed for signature security checking having an active display area not exceeding 150 sq. cm.*

(10) *Certain digital computers covered by sub-items (d)(i) or (2) or (e), and related equipment therefor covered by sub-item (h) having more advanced characteristics than those shown in Section (7).*
(11) *A limited range of equipment covered by sub-item (h) for use with digital computers or related equipment produced in proscribed areas, or the minimum technology mentioned in Explanatory Note 2 excluding design technology which is necessary to manufacture such equipment in those areas.*

Interpretative definitions of the terminology used in this item, such as 'CPU bus rate', 'total effective bit transfer rates' etc. will be provided if required on application to the Department of Industry, CSE1c, Room 421, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (01-212 0097).

1568. Equipment, as follows:

(a) All classes of devices, regardless of other characteristics, identified in sub-items (b), (c), (d), (e), (f), (g), (j) and (k) below, which are designed to operate below −55°C or above +125°C;
(b) Synchros and resolvers (and special instruments rated to have the same characteristics as synchros and resolvers in (1) and (2) below, such as Microsyns, Synchro-Tels and Inductosyns) possessing any of the following characteristics:
(1) A rated electric error of 7 minutes of arc or less or of 0.2 per cent or less of maximum output voltage;
(2) A rated dynamic accuracy for receiver types of 1 degree or less, except that for units of size 30 (3 in in diameter) or larger a rated dynamic accuracy of less than 1 degree;
(3) Multi-speed from single shaft types;
(4) Employing solid state Hall effect;
(5) Designed for gimbal mounting;
(c) Amplifiers, electronic or magnetic, specially designed for use with resolvers, as follows:
(1) Isolation types having a variation of gain constant (linearity of gain) of 0.2 per cent or better;
(2) Summing types having a variation of gain constant (linearity of gain) or an accuracy of summation of 0.2 per cent or better;
(3) Employing solid state Hall effect;
(d) Induction potentiometers (including function generators and linear synchros), linear and non-linear, possessing any of the following characteristics:
(1) A rated conformity of 0.25 per cent or less, or of 13 minutes of arc or less;
(2) Employing solid state Hall effect;
(3) Designed for gimbal mounting;
(e) Induction rate (tachometer) generators, synchronous and asynchronous as follows:
(1) Employing solid state Hall effect;
(2) With a housing diameter of 50mm (2 in) and smaller and a length (without shaft-ends) of 100mm (4 in) and smaller or with a diameter-to-length ratio greater than 2:1, having one or more of the following characteristics:
(i) With a rated linearity of 0.1 per cent or less;
(ii) All temperature-compensated or temperature-corrected types;
(f) Servo motors (gear-head or plain) as follows:
(1) Designed to operate from power sources of more than 300

Hz *except* those designed to operate from power sources of over 300 Hz up to and not exceeding 400 Hz with a temperature range of from −55°C to +125°C;

(2) Designed to have a torque-to-inertia ratio of 50,000 radians per second or greater;

(3) Incorporating special features to secure internal damping;

(4) Employing solid state Hall effect.

(g) Precision potentiometers (and special instruments rated to have the same characteristics as potentiometers in (1) and (2) below, such as Vernistats), as follows:

(1) Linear potentiometers having a constant resolution and a rated linearity of 0.1 per cent or less;

(2) Non-linear potentiometers having a variable resolution and a rated conformity of:

(i) 1 per cent or less when the resolution is inferior to that obtained with a linear potentiometer of the same type and of the same track length;

(ii) 0.5 per cent or less when the resolution is better than or equal to that obtained with a linear potentiometer of the same type and of the same track length;

(3) Designed for gimbal mounting;

Explanatory Note: For the purpose of this sub-item a precision potentiometer means one having a rated conformity better than 0.25 per cent for a linear potentiometer or 1 per cent for a nonlinear potentiometer.

This sub-item does not include potentiometers using only switched elements.

(h) Direct current and alternating current torquers, ie torque motors specially designed for gyros and stabilised platforms;

(i) Electro-optical devices designed to monitor relative rotation of remote surfaces;

(j) Synchronous motors, as follows:

(1) Of size 20 (50.8mm (2 in) in diameter) and smaller and having synchronous speeds in excess of 3,600 revolutions per minute;

(2) Designed to operate from power sources of more than 400 cycles per second;

(k) Analogue-to-digital and digital-to-analogue converters other than digital voltmeters (see Item 1529), as follows:

(1) Electrical-input types possessing;

(i) A peak conversion rate capability in excess of 50,000 complete conversions per second;

(ii) An accuracy in excess of 1 part in more than 10,000 of full scale; or

(iii) A figure of merit of 10^7 or more (derived from the number of complete conversions per second divided by accuracy);

(2) Solid state synchro-to-digital and digital-to-synchro resolvers;

(3) Mechanical input types (including but not limited to shaft position encoders, and linear displacement encoders but excluding complex servo-follower systems) as follows:

(i) Rotary types having an accuracy or maximum incremental accuracy better than ± 1 part in 10,000 of full scale;

(ii) Linear displacement types having an accuracy of better than ± 5 microns;

(4) Employing solid state Hall effect;

(l) Semi-conductor Hall field probes, as follows:

(1) Made of indium-arsenide-phosphide (In As P);

(2) Coated with ceramic or ferritic materials (eg special field probes such as tangential field probes, multipliers, modulators, recorder probes, etc.);

(3) With an open circuit sensitivity greater than

$$\frac{0.12 \text{ Volt}}{\text{Ampere} \times \text{Kilogauss}}$$

Explanatory Note: *Open circuit sensitivity.* The slope of a straight line that passes through the point of origin and through the point $u_{20}:i_1$ at $B = B_n$, in the characteristic is defined as the 'open circuit sensitivity' (where u_{20} = Hall voltage, open circuit; i_1 = Control current; B_n = Rated value of applied magnetic control field).

(m) Specially designed parts, components, sub-assemblies and test equipment (including adaptors, couplers, etc.) for the above.

1570. Thermoelectric materials and devices as follows:

(a) Thermoelectric materials with a maximum product of the figure of merit (Z) and the temperature (T in °K) in excess of 0.75;

(b) Junctions and combinations of junctions using any of the materials in (a) above;

(c) Heat absorbing and/or electrical power generating devices containing any of the junctions in (b) above;

(d) Other power generating devices which generate in excess of 10 watts per pound or of 500 watts per cubic foot of the devices' basic thermoelectric components;

(e) Specialised parts, components and sub-assemblies, for the above devices (See also sub-item I.L. 1205(c)).

Explanatory Notes: The figure of merit (Z) equals Seebeck coefficients squared divided by the product of electrical resistivity and thermal conductivity.

The weight and cubic measurements in sub-item (d) above are not intended to encompass the complete device but to include only the thermoelectric elements and assembly and the components for pumping calories. Other components, such as heating and/or cooling sources or containers, device frames or stands and control equipment are not to be included in the calculations.

1571. Magnetometers having or capable of having a sensitivity better than ± 1.0 gamma (± 10^{-5} oersteds), and specially designed parts therefor.

Explanatory Notes:

1 Sensitivity is defined as the visually recognised minimum sinusoidal signal in the frequency range of 0.025 Hertz to 1.5 Hertz when signal-to-noise ratio is higher than 1.

2 'Specially designed parts therefor' is intended to include active rotational compensation, as opposed to static compensation methods, and any form of dynamic signal processing or gradient compensation provided as part of, or designed for use with, magnetometers included in this item.

1572. Recording and/or reproducing equipment, as follows (for equipment which may be exported in conjunction with computer shipments see Item I.L. 1565).

(a) Using magnetic techniques, *except*:

(i) Those specially designed for voice or music;

(ii) Those specially designed to use magnetic card, tag, label or bank cheque recording media with a magnetic surface area not exceeding 10 sq. in (65 sq. cm);

(b) Using electron beam(s) operating in a vacuum, and/or laser-produced light beams (see also sub-item I.L. 1521(e)), that produce patterns or images directly on the recording surface, and specialised equipment for image development, except equipment specifically designed to television recording and/or reproducing on discs;

(c) Graphic instruments capable of continuous direct recording of sinusoidal waves at frequencies exceeding 20 kHz;

(d) Specialised parts, components and recording media for the above and recording media used in equipment covered by sub-items (a) and (b)

Explanatory Note: The term 'recording media' in sub-item (d) above is intended to include all types and forms of specialised recording media used in such recording techniques, including but not limited to tapes, drums, discs and matrices.

(1) *Equipment covered by sub-items (a) or (b) and specialised parts and components therefor covered by sub-item (d), for use with the exported equipment, provided that:*

(a) The equipment has been designed for identifiable civil use and by nature of design or performance is substantially restricted to the particular application for which it has been designed;

(b) The equipment has all of the following characteristics;

(1) Not ruggedised;

(2) Not rated for continuous operation in ambient temperatures from below −20°C to above +55°C;

(3) Not specifically designed for underwater use;

(c) The equipment is limited as follows:

(1) Video magnetic disc recorders with a single fixed head and storing a single frame and video magnetic tape recorders specially designed for television recording, using a signal registered with the CCIR., or specifically designed for use with medical equipment, and having all of the following characteristics:

(i) 3 dB recording bandwidth not exceeding 4 MHz;

(ii) *Maximum length of time of a single scan not exceeding* 20 *milliseconds;*

(iii) *Portable or transportable and having a net weight not exceeding* 50*kg;*

(2) *Analogue magnetic tape recorders specifically designed for use with medical equipment; ie for recording physiological signals, and having all of the following characteristics:*

(i) *Bandwidth capability at maximum design speed not exceeding* 100 *kHz per track;*

(ii) *Recording density not exceeding* 5,000 *magnetic flux sine waves per linear inch* (25.4*mm*) *per track;*

Explanatory Note: Recording density is, for direct recorders, the recording bandwidth divided by the tape speed; and, for FM recorders, the sum of the carrier frequency and the deviation divided by the tape speed.

(iii) *Not including recording and/or reproducing heads of the rotary or floating types or heads designed for use in equipment with characteristics superior to those defined in sub-paragraphs* (*i*) *or* (*ii*) *above;*

(iv) *Tape speed not exceeding* 60 *in* (152.4*cm*) *per second;*

(v) *Number of recording tracks (excluding audio voice track) not exceeding* 20*;*

(vi) *Start-stop time not less than* 25 *milliseconds;*

(vii) *Equipped with tape-derived (offtape) servo speed control and with a time displacement (base) error of not less than* ± 25 *microseconds at a tape speed of* 60 *in* (152.4*cm*) *per second and not less than* ± 50 *microseconds at any lower tape speed measured in accordance with IRIG document* 118–71, *paragraph* 5.2.2.5, *or document EIA RS-*413/*ANSI C* 83. 94–1973*;*

(3) *Digital tape recorders specially designed for the collection of medical data obtained from nuclear or other ionising radiation measurements and having all of the following characteristics:*

(i) *Mean packing density, with less than* 5 *per cent loss of pulses, not exceeding* 800 *pulses per inch per track;*

(ii) *Characteristics not superior to those defined in sub-paragraphs* (*c*)(2)(*iii*), (*vi*) *and* (*vii*) *above;*

(iii) *Tape speed not exceeding* 37.5 *in* (95*cm*) *per second;*

(iv) *Number of recording tracks not exceeding* 8*;*

(v) *Packing density not exceeding* 800 *bits per inch per track;*

(4) *Equipment using electron beam(s) operating in a vacuum specially designed for television recording on film, using a signal registered with the CCIR and having all of the following characteristics:*

(i) *Pattern or image frame size not exceeding* 3*mm* × 2.3*mm;*

(ii) *Pattern or image not exceeding* 312.5 *lines per frame;*

(iii) *Beam spot position stability not better than* 0.3 *per cent;*

(iv) 3 *dB recording bandwidth not exceeding* 4 *MHz;*

(*d*) *Nothing in the above shall be construed as sanctioning the report of technology for magnetic or electron beam recording and/or reproducing equipment or of components or recording media therefor.*

(2) *Equipment covered by sub-item* (*a*) *above, and specialised parts, components and recording media therefor covered by sub-item* (*d*) *for use with the exported equipment, as follows:*

(*a*) *Video magnetic tape recorders specially designed for television recording, using a signal registered with the CCIR, or specifically designed or adapted for use with medical equipment, and having all of the following characteristics:*

(1) 3 *dB recording bandwidth not exceeding* 6 *MHz;*

(2) *Maximum length of a single scan not exceeding* 20 *milliseconds;*

(3) *Not ruggedised.*

(*b*) *Analogue magnetic tape recorders having all the following characteristics.*

(1) *Bandwidth capability at maximum design speed not exceeding* 300 *kHz per track;*

(2) *Recording density not exceeding* 5,000 *magnetic flux sine waves per linear inch* (25.4*mm*) *per track;*

Explanatory Note: Recording density is, for direct recorders, the recording bandwidth divided by the tape speed; and, for FM recorders, the sum of the carrier frequency and the deviation divided by the tape speed;

(3) *not ruggedised;*

(4) *not rated for continuous operation in ambient temperatures from below* −20°*C to above* +55°*C;*

(5) *Not specifically designed for underwater use;*

(6) *not including recording and/or reproducing heads of the rotary or floating types or designed for use in equipment with characteristics superior to those defined in sub-paragraphs* (*b*)(1) *and* (2) *above:*

(7) *tape speed not exceeding* 60 *in per second;*

(8) *number of recording tracks (excluding audio voice track) not exceeding* 16*;*

(9) *start-stop time not less than* 25 *milliseconds;*

(10) *Equipment with tape-derived (offtape) servo-speed control and with a time displacement (base) error of not less than* ± 25 *microseconds at a tape speed of* 60 *inches* (152.4*cm*) *per second and not less than* ± 50 *microseconds at any lower tape speed measured in accordance with IRIG document* 118–71, *paragraph* 5.2.2.5 *or document EIA RS-*413/*ANSI C* 83. 94–1973.

(*c*) *Systems for use in civil aircraft or helicopters to record flight data for safety and/or maintenance purposes, and having all of the following characteristics;*

(i) *in normal civil use for more than one year;*

(ii) *not exceeding* 100 *input channels;*

(iii) *sum of the individual channel recording bandwidth not exceeding* 500 *Hz;*

(*d*) *Recording equipment not intended for use in conjunction with equipment or materials covered by other items, provided that the capability of the recorder is limited to both:*

(1) *A tape width not exceeding* ½*in* (6.35*mm*)*;*

(2) *Digital recording techniques in serial form with a packing density not exceeding* 800 *bits per inch.*

Explanatory Note: Packing density is, for digital recorders, the number of bits per second per track divided by the tape speed;

(*e*) *Incremental recorders and/or reproducers (ie equipment designed for discontinuous sampling and/or collection of data in an incremental manner) having all of the following characteristics:*

(1) *The maximum tape speed, at the maximum stepping rate, does not exceed* 2 *in* (50.8*mm*) *per second;*

(2) *The equipment has all the characteristics specified in sub-paragraphs* (3) *to* (6) *inclusive in Note* 2(*b*) *above;*

(*f*) *Digital magnetic recorders specially designed for seismic/geophysical applications and operating in the frequency range of* 5 *to* 800 *Hz.*

(3) *Magnetic tape recording media covered by sub-item* (*d*) *provided that;*

(*a*) *The magnetic tape is a standard commercial product that has been in use in quantity for at least two years and is not designed for use in satellite applications or in applications requiring a tape life exceeding* 3,000 *passes;*

(*b*) *The base material consists only of polyethylene terephthalate or cellulose acetate;*

(*c*) *The magnetic tape recording media with a magnetic coating material consisting only of undoped gamma-ferric (iron) oxide with a rated intrinsic coercitivity not exceeding* 350 *oersteds is limited to the following types and characteristics:*

(1) *Video tape designed for television recording and reproduction or instrumentation tape designed for analogue recording and reproduction and having all of the following characteristics:*

(i) *Not designed for use in video recorders having a* 3 *dB recording bandwidth exceeding* 6 *MHz or in analogue recorders having a recording density exceeding* 5,000 *magnetic flux sine waves per linear inch* (25.4*mm*) *per track;*

(ii) *A tape width not exceeding* 1 *in* (25.4*mm*)*;*

(iii) *A magnetic coating thickness not less than* 0.40 *mil* (10.2 *microns*)*;*

(iv) *A tape length not exceeding* 3,600 *ft* (1,097.3*m*)*;*

(2) *Computer tape in cassettes/cartridges designed for digital longitudinal recording and reproduction and having all of the following characteristics:*

(i) *A magnetic coating certified for a maximum packing density of* 800 *bits per inch* (1,600 *flux changes per inch*) *along the length of the tape;*

(ii) *A magnetic coating thickness not less than* 0.17 *mil* (4.32 *microns*)*;*

(iii) *A tape width not exceeding* ½ *in* (6.35*mm*)*;*

(iv) *A tape length not exceeding* 900 *ft* (274.3*m*)*;*

(*d*) *The magnetic tape recording media with a magnetic coating material consisting only of chromium dioxide with a rated intrinsic coercitivity not exceeding* 500 *oersteds is limited to video tape specially designed for the video recorders defined in Note* 1(*c*)(*i*) *and having both of the following characteristics:*

(1) *A tape width not exceeding* 1 *in* (25.4*mm*)*;*

(2) *A tape length not exceeding* 1,800 *ft* (548.6*m*)*;*

(*e*) *Nothing in this Note shall be construed as sanctioning the export of technology for magnetic recording media.*

(4) *Magnetic tape and flexible disc cartridge recording media covered by sub-*

item (d) above for use in civil television recording and reproducing applications or with computers as appropriate, provided that:

(a) *The base material consists only of polyethylene terephthalate or cellulose acetate;*

(b) *The magnetic coating material consists only of undoped gamma-ferric (iron) oxide with a rated intrinsic coercitivity not exceeding 350 oersteds (video tape considered under sub-paragraph (c)(1) below may also include chromium dioxide-coated tape with a rated intrinsic coercitivity not exceeding 500 oersteds and a width not exceeding 1 in (25.4mm)); and*

(c) *The magnetic recording media is limited to the following types and characteristics;*

(1) *Video tape designed for television recording and reproduction with a tape width not exceeding 2 in (50.8mm);*

(2) *Computer tape designed for digital longitudinal recording and reproduction and having all of the following characteristics:*

(i) *A magnetic coating certified for a maximum packing density of 6,250 bits per inch (9,042 flux changes per inch) along the length of the tape;*

(ii) *A magnetic coating thickness not less than 0.40 mil (10.2 microns);*

(iii) *A tape width not exceeding 1 in (25.4mm);*

(iv) *A tape length not exceeding 3,600 ft (1,097.3m);*

(3) *Computer tape in cassettes/cartridges designed for digital longitudinal recording and reproduction and having all of the following characteristics:*

(i) *A magnetic coating certified for a maximum packing density of 1,600 bits per inch (3,200 flux changes per inch) along the length of the tape;*

(ii) *A magnetic coating thickness not less than 0.17 mil (4.32 microns);*

(iii) *A tape width not exceeding ¼ in (6.35mm);*

(iv) *A tape length not exceeding 900 ft (274.3m);*

(4) *Computer flexible disc cartridges designed for digital recording and reproduction and having all of the following characteristics:*

(i) *A magnetic coating certified for a maximum packing density of 13,262 flux changes per radian (3,268 bits per inch at a radius of 2.029 in (51.536mm)) around the disc;*

(ii) *A magnetic coating thickness not less than 0.1 mil (2.54 microns);*

(iii) *A disc thickness not exceeding 0.003 in (80 microns);*

(iv) *A disc outer diameter not exceeding 7.88 in (201mm);*

(v) *A disc inner diameter of 1.5 in (38.1mm).*

(5) *Recording media covered by sub-item (d) above specially designed for digital recording and reproduction equipment operating serially with a packing density not exceeding 800 bits per inch per track* (specially designed for use with, and incorporated in, typewriter systems used for preparing, correcting and/or composing text.

1576. Centrifugal testing apparatus or equipment possessing any of the following characteristics;

(a) Driven by a motor or motors having a total rated horsepower greater than 400 horsepower;

(b) Capable of carrying a payload of 113.4kg or more;

(c) Capable of exerting a centrifugal acceleration of 8 or more 'g' on a payload of 90.72kg or more.

1579. Ion microscopes having a resolving power better than 10 Angström units.

1584. Oscilloscopes and specialised parts therefor, as follows:

(a) Cathode ray oscilloscopes, associated plug-in units and external amplifiers and pre-amplifiers possessing any of the following characteristics:

(1) An amplifier bandwidth greater than 100 MHz (defined as the band of frequencies over which the deflection on the cathode-ray tube does not fall below 70.7 per cent of that at maximum point measured with a constant input voltage to the amplifier);

(2) Containing or designed for use with cathode-ray tubes with travelling wave (delay line) vertical deflection structure;

(3) Ruggedised to meet a military specification;

(4) Rated for operation over an ambient temperature range of from below −25°C to above +55°C.

(b) Electronic devices for stroboscopic analysis of a signal (ie sampling devices), whether sub-assemblies or separate units, designed to be used in conjunction with an oscilloscope to permit the analysis of recurring phenomena, and which increase the capabilities of an oscilloscope to permit measurements within the limits of equipment described in sub-item (a)(1) above.

Oscilloscopes (including mainframe/amplifier systems) and probes therefor, covered by sub-item (a) above provided that:

(a) *the oscilloscope or system bandwidth is not rated in excess of 100 MHz;*

(b) *In the case of systems, the characteristics of individual plug-ins of mainframes are not in excess of what is required for the overall system performance.*

1585. Photographic equipment, as follows:

(a) High speed cinema recording cameras and equipment as follows:

(1) Cameras in which the film is continuously advanced throughout the recording period, and which are capable of recording at framing rates exceeding 13,150 frames per second, using any camera and film combination from the standard 8mm to the 90mm size inclusive;

(2) Special optical or electronic devices which supplement, replace or are interchangeable with standard camera components for the purpose of increasing the number of frames per second;

(b) High speed cameras in which the film does not move, and which are capable of recording at rates exceeding 1,000,000 frames per second for the full framing height of standard 35mm wide photographic film, or at proportionately higher rates for lesser frame heights, or at proportionately lower rates for greater frame heights;

(c) Cameras incorporating image converters and specially designed controls, parts and accessories therefor;

(d) Streak cameras having writing speeds of 10mm/microsecond and above;

(e) Camera shutters with speeds of 50 nanoseconds or less per operation; and specialised parts and accessories therefor;

(f) Film, as follows;

(1) Having an intensity dynamic range of 1,000,000 : 1 or more; or

(2) Having a speed of ASA 10,000 (or its equivalent) or better;

(3) Colour film having a spectral sensitivity extending beyond 7,200 Angströms or below 2,000 Angströms

(g) High speed plates having an intensity dynamic range of 1,000,000 : 1 or more.

1586. Praetersonic radio frequency signal processing devices, as follows:

(a) Surface acoustic wave devices (ie radio frequency signal processing devices employing elastic waves in a variety of piezo-electric substances including but not limited to lithium niobate, lithium tantalate, bismuth germanium oxide, yttrium garnet and quartz), which permit direct processing of signals at carrier frequencies over 156 MHz, including amplifiers, fixed, tapped and dispersive delay lines, pulse compression devices and non-linear devices: and specialised parts thereof;

(b) Bulk (volume) acoustic wave devices (ie radio frequency signal processing devices employing elastic waves in a variety of piezo-electric substances similar to those in (a) above) which permit direct processing of signals at carrier frequencies over 1 GHz including pulse compression and convolution devices, non-linear devices and fixed delay lines; and specialised parts thereof.

Explanatory Note: Praetersonic is defined as that range of frequencies above 10,000 times the nominal high sonic frequencies; eg above 150 MHz.

Devices covered by sub-item (a) above that are specially designed for use in civil television equipment and which operate at frequencies below 1 GHz.

1587. Quartz crystals and assemblies thereof in any stage of fabrication (ie worked, semi-finished or mounted), as follows:

(a) For use as filter elements, and having any of the following characteristics:

(1) Designed for operation over a temperature range wider than 125°C;

(2) Crystals or assemblies of crystals which use the trapped energy phenomenon (ie those which have more than one series or parallel resonance on a single quartz element);

(b) For use as oscillator elements and having any of the following characteristics:

(1) Designed for operation over a temperature range wider than 169°C (288°F);

(2) A frequency stability of ± 0.0005 per cent or better over their rated operating temperature range;

(c) Temperature-compensated crystal oscillators (TCXO) having either of the following characteristics:

(1) A stability with respect to temperature of better than ± 0.00015 per cent over their operating temperature range;

(2) An operating temperature range wider than 120°C.

Items covered by sub-item (a) which have either of the following characteristics:

(a) Designed for operation as intermediate frequency filters operating from 10.5 to 11 MHz or from 21 to 22 MHz with 3 dB bandwidths not exceeding 40 kHz; or

(b) Design for operation as single side-band filters operating at from 1 to 10 MHz with 3 dB bandwidths not exceeding 4 kHz.

1588. Materials composed of crystals having spinel, orthorhombic, hexagonal or garnet crystal structures; thin film devices; assemblies of the foregoing; and devices containing them, as follows:

(for equipment which may be exported in conjunction with computer shipments, see Item I.L. 1565),

(a) Monocrystals of ferrites and garnets, synthetic only;

(b) Single aperture forms possessing any of the following characteristics:

(1) Switching speed of 0.3 microsecond or faster at the minimum field strength required for switching at 40°C (104°F);

(2) A maximum dimension less than 30 mil (0.76mm).

(c) Multi-aperture forms with fewer than 10 apertures possessing any of the following characteristics:

(1) Switching speed of 1 microsecond or faster at the minimum field strength required for switching at 40°C (104°F);

(2) A maximum dimension less than 100 mil (2.54mm);

(d) Multi-aperture forms having 10 or more apertures;

(e) Thin film (including plated wire and plated rods) memory storage or switching devices;

(f) Materials suitable for application in electromagnetic devices making use of the gyro-magnetic resonance phenomenon;

(g) Rod forms possessing any of the following characteristics:

(1) Switching speed of 0.3 microsecond or faster at the minimum field strength required for switching at 40°C (104°F);

(2) A minimum dimension less than 10 mil (0.254mm).

Single aperture forms described in sub-item (b) above, provided that they have a switching speed of slower than 0.3 microsecond and a maximum dimension of 14 mil (0.36mm) or more.

1595. Gravity meters (gravimeters) and specialised parts therefor, designed or modified for airborne or marine use.

Group H. Metals, Minerals and their Manufactures

In this Group:

Raw materials cover all materials from which the metal can be usefully extracted, ie ores, concentrates, mattle, regulus, residues and dross (ashes); and

Unless provision to the contrary is made in particular items of the definition, the words metal and alloys cover all crude and semi-fabricated forms as follows:

Crude forms:

Anodes, balls, bars (including notched bars and wire bars), billets, blocks, blooms, brickets, cakes, cathodes, crystals, cubes, dice, grains, granules, ingots, lumps, pellets, pigs, powder, rondles, shot, slabs, slugs, sponge, sticks.

Semi-fabricated forms (whether or not coated, plated, drilled or punched):

(i) Wrought or worked material fabricated by rolling, drawing, extruding, forging, impact extruding, pressing, graining, atomising and grinding, ie angles, channels, circles, discs, dust, flakes, foil and leaf forgings, plates, powder, pressings and stampings, ribbons, rings, rods (including bare welding rods, wire rods and rolled wire), sections, shapes, sheets, strip, pipe and tube (including tube rounds, squares and hollows), drawn or extruded wire;

(ii) Cast material produced by casting in sand, die, metal, plaster or other types of moulds, including high pressure castings, sintered forms, and forms made by powder metallurgy.

1601. Anti-friction bearings, as follows:

(a) All ball and cylindrical roller bearings having an inner bore diameter of 10mm or less and tolerances of ABEC 5, RBEC 5 (or equivalent) of better and either or both of the following characteristics:

(1) Made of special materials, ie with rings, balls or rollers made from any steel alloy or other material *except* the following: Low-carbon steel; SAE-52100 high carbon chromium steel; SAE-4615 nickel molybdenum steel; or equivalents
(Partial illustrative examples of special materials for this purpose are: high-speed tool steels; stainless steel; monels; beryllium);

(2) Manufacture of use at normal operating temperatures over 150°C (302°F) either by use of special materials or by heat treatment;

(b) All ball and cylindrical roller bearings (*exclusive of* separable ball bearings and thrust ball bearings) having an inner bore diameter exceeding 10mm and having tolerances of ABEC 7, RBEC 7 (or equivalents) or better (ABEC 5 in the case of hollow bearings) and either or both of the characteristics in (a)(1) or (a)(2) above;

(c) Bearing parts as follows:
Outer rings, inner rings, retainers, balls, rollers and sub-assemblies usable only for bearings covered by sub-items (a) and (b).

1631. Magnetic metals of all types and of whatever form possessing one or more of the following characteristics:

(a) Grain oriented sheet or strip of a thickness of 0.1mm (0.004 in) or less;

(b) Initial permeability 120,000 gauss-oersteds (0.15 Henry/m) or over calculated at μ 0.0 or the equivalent;

(c) Remanence 98.5 per cent or over of maximum flux for materials having magnetic permeability;

(d) A composition capable of an energy product:

(i) exceeding 10 times 10^6 gauss-oersteds (80,000 joules/m^3); or

(ii) 4.85 times 10^6 gauss-oersteds (38,600 joules/m^3) or greater and having a coercive force of 1,800 oersteds (143,200 amperes/m) or greater.

Explanatory Note: It is understood that the measurement of initial permeability will be carried out on fully annealed material having a thickness between 3 and 100 mil. For convenience of figure of initial permeability is shown at μ 0.0. If this figure is normally calculated at levels above μ 0.0 its value is to be the equivalent of that which would be obtained had the measurement been at μ 0.0.

1635. Iron and steels, alloyed as follows:

Containing 10 per cent or more molybdenum (but more than 5 per cent molybdenum in any alloys containing more than 14 per cent chromium); *except* products obtained by casting and having a carbon content of more than 1.5 per cent.

1648. Cobalt based alloys (ie containing a higher percentage by weight of cobalt than of any other element), as follows:

(a) Containing 5 per cent or more of tantalum; or

(b) Dispersion strengthened containing more than 1 per cent of oxides of thorium, aluminium, yttrium, zirconium or cerium; or

(c) Containing 0.05 per cent or more of scandium, yttrium, didymium, cerium, lanthanum, neodymium, or praseodymium.

1649. Niobium (columbium), as follows:

(a) Niobium-based alloys containing 60 per cent or more niobium or niobium-tantalum in combination;

(b) Scrap forms of the alloys described in (a) above.
(See also Item I.L. 1760 and sub-item M.L. 20(b)).

1654. Magnesium base alloys containing 1 per cent or more of didymium, cerium, lanthanum, neodymium, praseodymium, yttrium, or scandium, and scrap forms thereof.
(See also sub-items AE 1 (g) and AE 35 (c)(1)).

1658. Molybdenum alloys containing 97.5 per cent or more of molybdenum, *except* wire.

1661. Nickel based alloys (ie containing a higher percentage by weight of nickel than of any other element), as follows:

(a) With a combined content of aluminium and titanium greater than 11 per cent; or
(b) Dispersion strengthened containing more than 1 per cent of oxides of thorium, aluminium, yttrium, zirconium, cerium, or lanthanum; or
(c) Containing 0.05 per cent or more of scandium, yttrium, didymium, cerium, lanthanum, neodymium, or praseodymium.

1670. Tantalum powder and tantalum alloys, as follows:

(a) Tantalum powder containing less than 200 parts per million of total metallic impurities, and sintered anodes made therefrom;
(b) Tantalum-based alloys containing 60 per cent or more of tantalum, and scrap forms thereof.

1671. Titanium as follows:

(a) Titanium based alloys in crude and semi-fabricated form having the following nominal compositions:
(i) 3 per cent aluminium, 2.5 per cent vanadium and the balance titanium; tube, strip and sheet forms only;
(ii) 6 per cent aluminium, 2 per cent niobium (columbium), 1 per cent tantalum, 0.8 per cent molybdenum and the balance titanium;
(iii) 6 per cent aluminium, 2 per cent tin, 1.5 per cent zirconium, 1 per cent molybdenum, 0.35 per cent bismuth; 0.1 per cent silicon and the balance titanium;
(iv) 7 per cent aluminium, 4 per cent molybdenum and the balance titanium;
(v) other compositions containing three or more alloying additives the total of which is more than 11 per cent but less than 30 per cent.

Explanatory Notes: The alloying compositions listed in (a)(i) to (iv) are nominal and may vary slightly with different producers. In determining whether or not an individual alloy is covered by (a)(v) all alloying additives except oxygen, nitrogen, hydrogen and carbon will be considered including those present in quantities of less than 1 per cent.

(b) Scrap forms of the metal and alloys covered by (a) above.

1673. Artificial graphite having an apparent relative density of 1.90 or greater when compared with water at 15.5°C (60°F).

Explanatory Note: Artificial graphite as defined above which has been coated or composited with other elements or compounds to improve its performance at high temperatures or to reduce its permeability to gases is to be regarded as included in the definition. The definition does not apply to artificial graphite which has been impregnated or composited with inorganic materials for the purpose of improving only its electrical conductivity, its mechanical resistance or its mechanical friction properties or to electrical resistors, artificial loads for microwave application, cable waveguide terminations, brush stock special joints for electrodes, boats and crucibles, high density graphic optical elements.

Individual shipments of 25kg (55 lb) or less of pyrolitic graphite (ie graphite made by vapour deposition at temperatures exceeding 1,500°C (2,732°F)) in crude or semi-fabricated forms, the dimension of any one of which does not exceed 10cm (4 in) in any direction.

Non-pyrolitic graphite, having a relative density of less than 1.95 which has not been coated or composited with other elements or compounds to improve its performance at elevated temperatures or to reduce its permeability to gases.

Group I. Chemicals, Metalloids and Petroleum Products

1701. Lead azide and primary explosives or priming compositions (mixtures) containing azides and/or azide compounds complexes.

1702. Hydraulic fluids which are or which contain as the principal ingredients petroleum (mineral) oils or synthetic hydrocarbon oils and which have all the following characteristics:

(a) A pour point of −34°C (−30°F) or lower;
(b) A viscosity index of 75 or greater; and
(c) Are thermally stable at +343°C (+650°F).

1715. Boron, the following:

(a) Boron element, boron compounds and mixtures in which the boron -10 isotope comprises more than 20 per cent of the total boron content;
(b) Boron element (metal) all forms;
(c) Boron compounds, mixtures, and composites containing 5 per cent or more of boron (*except* pharmaceutical specialities packaged for retail sale), as follows:
(1) Boron carbide having a boron content of 74 per cent or more by weight and composites thereof in crude or semi-fabricated forms;
(2) Boron nitride (hexagonal close-packed structure, white form) and composites thereof in crude or semi-fabricated forms; other boron-nitrogen compounds (eg borazanes, borazines, and boropyrazoyls);
(3) Boron hydrides (eg boranes), *except* sodium boron hydride, potassium boron hydride, monoborane, diborane and triborane;
(4) Organoboron compounds, including metallo-organoboron compounds;
(5) Borides with purities above 98.5 per cent and having melting points of 2,000°C (3,632°F) or higher and composites thereof in crude or semi-fabricated forms.

1746. Polymeric substances and manufactures thereof, as follows:

(a) Polyimides;

Explanatory Note: It is not intended that this sub-item shall cover fully cured polyimide or polyimide-based film, sheet, tape or ribbon having a maximum thickness of 10 mils (0.010 in or 0.254mm) whether or not coated or laminated with heat or pressure-sensitive resinous substances of an adhesive nature, which contain no fibrous reinforcing matrials and which have not been coated or laminated with carbon, graphite, metals or magnetic substances.

(b) Polybenzimidazoles;
(c) Polyimidazopyrrolones;
(d) Aromatic polyamides, *except* staples, fibres, filaments, yarns and threads having a fibre modulus of 250 grams-force per denier or less and a tenacity of 11 grams-force per denier or less, and textiles or mat products thereof;
(e) Polypraxylylenes;
(f) Polyphenylene sulphides;
(g) Polyquinoxalines;
(h) Polybenzothiazoles;
(i) Polyoxadiazoles;
(j) Polytriazoles;
(k) Polythiazoles;
(l) Polyphosphonitriles;
(m) Polybenzimidazolphenanthrolines;
(n) Polypyrazines;
(o) Polyspiranes;
(p) Polysilazanes;
(q) Polyperfluorotriazines;
(r) Polysilsequioxane ladders;
(s) Polyparabenzoquinone ladders;
(t) Polynaphthaleneimidazoanthraquinone ladders.

Explanatory Note 1: The characteristics referred to in sub-item (d) are defined as follows, in accordance with the ASTM Standard D_2 101–72;

(a) **Tenacity**: tensile stress when expressed as force per unit linear density of the unstrained specimen, ie grams-force per denier or grams-force per tex;

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

(b) **Fibre modulus**: (secant modulus): ratio of change in stress to change in strain between two points on a stress-strain curve, particularly the points of zero stress and breaking stress, and is expressed in grams-force per denier or grams-force per tex;
(c) **Denier**: number of grams in 9,000 m of material, usually fibre, filament, staple, thread, etc;
(d) **Tex**: number of grams in 1,000 m of material, usually yarn.

Explanatory Note 2: It is not intended that this item shall include manufactured articles where the value of the polymeric component together with materials mentioned in other items appearing in this schedule is less than 50 per cent of the total value of the article.
(See also Item I.L. 1564).

1754. Fluoro-carbon compounds and manufactures as follows:

(a) Monomeric and polymeric materials, as follows:
(1) Polychlorotrifluoroethylene, oily and waxy modifications only;
(2) Copolymers and terpolymers composed of any combination of the following monomers: tetrafluoroethylene, chlorotrifluoroethylene, vinylidene fluoride, hexafluoropropylene and bromotrifluoroethylene, *except* the copolymers of tetrafluoroethylene and hexafluoropropylene;
(3) Polybromotrifluoroethylene;
(4) Dibromotetrafluoroethane, *except* that having a purity of 99.8 per cent or less and containing at least 25 particles of 200 microns or larger in size per 100ml;
(5) Perfluoroalkylamines;
(b) Greases, lubricants and dielectric, damping and flotation fluids made wholly of any of the materials in (a) above;
(c) Electric wire and cable coated with or insulated with coagulated dispersion grade polytetrafluoroethylene, the copolymers of tetrafluoroethylene and hexafluoropropylene, or any of the materials in sub-item (a)(2) above, except oil well logging cable.

Up to 5 US gallons (18.9 litres) of polychlorotrifluoroethylene-based lubricating oils covered jointly by sub-items (a)(1) and (b) for bona fide civil uses.

1755. Silicone fluids and greases, as follows:

(a) Fluorinated silicone fluids;
(b) Silicone lubricating greases capable of operating at temperatures of 180°C (356°F) or higher and having a drop point (method of test being ASTM and ITP) of 220°C (428°F) or higher.

Silicone lubricating greases not capable of operating at temperatures of 205°C (400°F) or higher.

1757. Compounds and metallic materials, as follows:

(a) Monocrystalline silicon wafers, including epitaxially-layered types, having the following characteristics:
1 Dislocation densities of 750 per sq. cm or less; and
2 Resistivity of less than 70 ohm × cm for N-type; less than 100 ohm × cm for P-type.
(b) Monocrystalline gallium compounds, *except* gallium phosphide, gallium arsenide, gallium arsenide phosphide, and gallium nitride having all of the following characteristics:
(i) Diffusion processed wafers;
(ii) Selenium, tellurium, silicon, sulphur, or zinc doped;
(iii) Dislocation density (EPD) greater than 10,000 per sq. cm;
(iv) Carrier concentration greater than 1×10^{16} per cu. cm;
(v) Carrier mobility less than 2,000 sq. cm per Volt second.
(c) Monocrystalline indium compounds in any form;
(d) Composites (hetero-epitaxial materials) consisting of a monocrystalline insulating substrate epitaxially layered with silicon, compounds of gallium or compounds of indium.

Explanatory Note: Sub-items (b) and (c) above do not include electronic grades of monocrystalline materials, containing less than 1 per cent of either gallium or indium.

Materials conveyed by sub-item (a) above having a dislocation density of 15 per sq. cm or less and a resistivity of 15 ohm × cm or less.

1760. Compounds of tantalum and niobium (columbium), as follows:

(a) Tantalates and niobates having a purity of 98 per cent or more;
(b) Other compounds containing 20 per cent or more of tantalum in which the niobium content with respect to tantalum is less than one part per thousand.
(See also Items I.L. 1649 and I.L. 1670).

1763. Fibrous and filamentary materials which may be used in composite structures or laminates and manufactures thereof, as follows:

(a) Having both of the following characteristics:
(1) Specific modulus greater than 1.25×10^8;
(2) Specific tensile strength greater than 3×10^6;
(b) Having both of the following characteristics:
(1) Specific modulus greater than 1×10^8;
(2) Melting or sublimation point higher than 1,649°C (3,000°F) in an inert environment; *except* carbonfibres having a specific modulus of less than 2×10^8 and specific tensile strength of less than 1×10^6.
(c) Composite structures and laminates, including metal matrix composite materials, fabricated by using equipment covered by Item 1357, or by metal casting, or by strengthening eutectic alloys in situ by directional solidification, from materials covered by sub-items (a) and (b) above.

Explanatory Notes:

1 The term 'fibrous and filamentary materials' includes:
(a) continuous monofilament;
(b) continuous yarns and rovings;
(c) tapes, woven fabrics and random mats;
(d) chopped fibres, staple fibres and coherent fibre blankets;
(e) whiskers, either monocrystalline or polycrystalline, of any length.
2 Specific modulus' is Young's modulus in lb/in^2 (measured at a temperature of 23°C ± 2°C (73.4°F ± 3.6°F) and a relative humidity of 50 per cent ± 5 per cent) divided by density in lb/cu in.
3 Specific tensile strength is ultimate tensile strength in lb/in^2 measured at a temperature of 23°C ± 2°C (73.4°F ± 3.6°F) and a relative humidity of 50 per cent ± 5 per cent divided by density in lb/cu in.

1781. Synthetic lubricating oils/greases which are or which contain as their principal ingredient, the following:

(a) Monomeric and polymeric forms of perfluorotriazines, perfluoroaromatic ethers and esters, and perfluoroaliphatic ethers and esters;
(b) Polyphenyl ethers and/or thio ethers containing more than three phenyl and/or alkyl phenyl groups.

Group J. Synthetic Rubber and Synthetic Film

1801. Synthetic rubber, the following:

(a) Alkyl polysulphide liquid polymers;

Explanatory Note: The definition is intended to cover polymers which are themselves liquid. Water dispersions, otherwise called latices, are not covered.

(b) Fluorinated silicone rubber and other fluorinated elastomeric material and such organic intermediates for their production as contain 10 per cent or more of combined fluorine;
(c) Polymeric products of butadiene, as follows:
(1) Carboxyl terminated polybutadiene; hydroxyl terminated polybutadiene; thiol terminated polybutadiene; and cyclised 1,2-polybutadiene;
(2) Mouldable copolymers of butadiene and acrylic acid;
(3) Mouldable terpolymers of butadiene, acrylonitrile and acrylic acid or any of the homologues of acrylic acid;
(d) Carboxyl terminated polyisoprene and polyisobutylene.

1920. Synthetic film of a thickness not exceeding 0.0254mm (0.001 in) capable of being used as a dielectric in the manufacture of capacitors covered by Item 1560, made from the following:

(a) Polysulphone (not otherwise covered by Item 1746);
(b) Polycarbonate capable of being used in the manufacture of capacitors that can operate permanently without derating at temperatures exceeding 115°C (239°F);
(c) Fluoro-carbon compounds covered by Item 1754.

Explanatory Note: The production of a dielectric film requires not only a low thickness tolerance but also the constant permittivity of the insulator used.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries inc. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,472	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	425	325	68	−30	735	−25	760
1971	102	103	102	93	104	70	−148	52	−10	1,058	280	778
1972	104	109	104	82	117	−18	−175	48	−11	131	−702	833
1973	110	114	107	88	125	1064	398	102	334	−842	−2,332	1,490
1974	110	113	105	98	113	597	666	81	−68	−3,650	−5,264	1,614
1975	108	113	104	85	98	−652	−381	−104	6	−1,702	−3,200	1,498
1973 1st qtr.	110	115	109	86	130	370	166	37	51	−130	−343	213
2nd qtr.	110	113	104	83	118	308	88	3	185	−83	−414	331
3rd qtr.	110	114	107	92	120	181	46	29	47	−256	−625	369
4th qtr	109	114	107	89	132	205	96	32	51	−373	−950	577
1974 1st qtr	106	112	108	97	112	−176	−31	18	−59	−855	−1,297	442
2nd qtr.	110	112	100	96	110	295	191	43	27	−969	−1,366	397
3rd qtr.	112	113	103	97	119	373	368	3	−14	−861	−1,253	392
4th qtr.	111	114	107	101	113	105	139	17	−22	−965	−1,348	383
1975 1st qtr.	110	115	106	93	101	−176	−4	−31	−57	−435	−850	415
2nd qtr.	107	112	102	86	100	−254	−112	−54	−52	−336	−681	345
3rd qtr.	107	111	107	82	101	−156	−204	−29	60	−625	−986	361
4th qtr.	108	112	101	79	91	−66	−61	10	55	−306	−683	377
% change last 2 qtrs. on prev. 2 qtrs.	−0.8	−1.9	−0.2	−9.9	−4.6							
on a year earlier	−3.6	−2.0	−1.2	−18.9	−17.4							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages										On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in			thousands							thousands		thousands	£ million at current price	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,530
1972	102.6	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,141	9,843
1973	110.2	110.9	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,772	14,104
1974	106.1	107.8	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	15,895	21,159
1975	100.9	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	4.0	148.2ø	18,772	21,972
1974 2nd qtr.	107.6	109.3	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	4,007	5,373
3rd qtr.	107.9	109.6	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	4,222	5,475
4th qtr.	104.7	105.0	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	4,185	5,533
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	4,532	5,382
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	4,479	5,160
3rd qtr.	99.5	99.9	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	4,635	5,621
4th qtr.	99.8	99.8	105.8	85	144.2	25.3	256.0	199.1	193.8	1,132.1	4.9	113.6	5,126	5,809
1976 1st qtr.			107.7p	106	149.4	22.5	265.9 p	206.8 p		1,223.2	5.2	115.5		
1975 Apr.	101.1	101.4	120.0	95	129.1	21 7	222.9	182.5	170.1	798.3	3.4	180.8	1,379	1,729
May	99.1	99.1	103.7	95	134.5	25.0	226.2	187.3	176.4	850.3	3.6	163.3	1,611	1,693
June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	893.5	3.8	149.0	1,489	1,738
July	100.1	100.6	105.4	91	138.5	26.3	233.2	191.7	184.8	968.2	4.1	133.9	1,567	1,943
Aug.	98.5	98.8	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	1,486	1,886
Sept.	100.0	100.3	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	1,582	1,792
Oct.	100.2	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	1,728	1,945
Nov.	100.2	100 5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	1,637	1,918
Dec.	98.8	98.5	107.0	87	146.0	24.9	259.0	201.5	198.2	1,174.6	5.0	110.1	1,761	1,946
1976 Jan.	100.5	101.7	109.8	115	147.9	23.4	261.0	204.8	201.9	1,210.5	5.2	111.1	1,778	1,951
Feb.	101.4	101.4	107.1	101	149.8	22.9	263.4 p	207.2 p	205.1	1,232.4	5.3	113.5	1,756 p	2,005 p
Mar.				101	150.6	21.2	273.2 p	208.4 p		1,226.6	5.3	122.0		
Apr.			106½ p							1,233.8p	5.3	123.9		
% change latest 3 months on prev. 3 months	+0.1	+0.1	+1.8	+25.4	+3.3		+3.9	+3.9	+6.3	+8.0		+7.9	+7	+4½
on a year earlier	−4.0	−5.3	−3.2	−1.7	+22.5		+20.3	+17.5	+26.1	+60.6		−37.3	+20	+6½

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100 .. not available
ø Average of 11 months

Retail sales – provisional estimates for March

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in March is 106½ (1971 = 100).

The estimate suggests that trade in March was little different from February, following the decline from the rather higher level in January. This monthly pattern of trade probably reflects the effects of comparatively buoyant 'sales' and the easing of certain restrictions on credit in the middle of December.

These factors helped to increase the volume of sales in the first quarter to a level about 2 per cent above that of the fourth quarter of last year. However, this was still around 3 per cent below the average level reached in the fourth quarter of 1974 and the first quarter of 1975.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of total retail sales in March was 14 per cent higher than in March 1975. In the first quarter of 1976, the average value of sales was 15 per cent higher than in the corresponding period of 1975.

Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1974 4th quarter	111.3	1974 4th quarter	+18
1975 1st quarter	111.3	1975 1st quarter	+22
2nd quarter	108.9	2nd quarter	+24
3rd quarter	105.5	3rd quarter	+18
4th quarter	105.8	4th quarter	+15
1976 1st quarter	107.7 (prov.)	1976 1st quarter	+15 (prov.)
1974 December	110.5	1974 December	+17
1975 January	112.8	1975 January	+22
February	111.6	February	+22
March	109.5	March	+21
1975 December	107.0	1975 December	+15
1976 January	109.8	1976 January	+16
February	107.1	February	+14
March	106½ (prov.)	March	+14 (prov.)

Notes

The volume index is given to the nearest ½ per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The provisional figures are made available by press notice in advance of this article. The final figures for March will be published in a press notice on Monday, 10 May 1976.

Business Monitors

The following titles and issues of Business Monitors are now available:

Production series

Monthly at £2.22 each a year post free:

PM 332 Metal-working machine tools for November and December 1975

PM 33-36 Engineering (volume indices of sales and orders) for December 1975

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	⊙ fifty-three week
p provisional	period

PM 476 Imported timber for February 1976

Quarterly at 74p each a year post free:

PQ 219 Animal and poultry foods for fourth quarter 1975

PQ 229.1 Margarine for fourth quarter 1975

PQ 229.2 Starch and miscellaneous foods for fourth quarter 1975

PQ 231 Brewing and malting for fourth quarter 1975

PQ 232 Soft drinks for fourth quarter 1975

PQ 239.1 Spirit distilling and compounding for fourth quarter 1975

PQ 263 Lubricating oils and greases for fourth quarter 1975

PQ 277 Dyestuffs and pigments for fourth quarter 1975

PQ 321 Aluminium and aluminium alloys for fourth quarter 1975

PQ 349.2 Precision chains and other mechanical engineering products for fourth quarter 1975

PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for fourth quarter 1975

PQ 396.2 Jewellery for fourth quarter 1975

PQ 411 Production of man-made fibres for fourth quarter 1975

PQ 449.2 Gloves for fourth quarter 1975

PQ 463 Glass for fourth quarter 1975

PQ 464 Cement for fourth quarter 1975

PQ 475 Wooden containers and baskets for fourth quarter 1975

PQ 484.2 Miscellaneous manufactures of paper and board for fourth quarter 1975

PQ 491 Rubber manufactures for second and third quarter 1975

PQ 492 Plastics floor coverings, leathercloth, etc., for fourth quarter 1975

PQ 496 Plastics products for third quarter 1975

PQ 601 Gas for fourth quarter 1975

Service and distributive series

Monthly at £2.22 a year post free:

SD 1 Food shops for February 1976

SD 2 Clothing and footwear for February 1976

SD 3 Durable goods shops for February 1976

SD 4 Miscellaneous non-food shops for February 1976

SD 5 Catering trades for February 1976

SD 6 Instalment credit business of finance houses for February 1976

SD 8 Instalment credit business of retailers for February 1976

Miscellaneous series

Quarterly at 74p each a year post free:

M 5 Insurance companies and private pension fund investment for fourth quarter 1975

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are

being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Short term statistics of manufacturers' sales

As an adjunct to the Business Statistics Office (BSO) programme of quarterly (PQ) and monthly (PM) inquiries into manufacturers' sales, a Business Monitor entitled 'Guide to Short Term Statistics of Manufacturers' Sales' has just been published (PQ 1001).

The guide provides a useful background to the regular series of Business Monitors on manufacturers' sales. It gives an outline of the objectives and development of these quarterly and monthly inquiries together with information on the methods used by the BSO in the collection of the data and in the compilation of Business Monitors tables from that data.

This series is published on an industry basis with over 160 industries covered by separate Business Monitors. A variety of supplementary statistical tables which have relevance to a particular industry are included in most of the Monitors. The guide includes lists of all the Business Monitors in the PQ and PM series and gives details of their contents.

Manufacturers' stocks in February

It is estimated that manufacturers' stocks rose by about £40 million at 1970 prices, seasonally adjusted, in February. Most of this increase was probably in stocks of finished goods, but work in progress and stocks of materials and fuel also appear to have risen.

Monthly figures from January 1975 are shown below.

	£ million, 1970 prices seasonally adjusted
1975 January	No change
February	+40
March	−40
April	No change
May	−10
June	−100
July	−60
August	−50
September	−100
October	−80
November	+10
December	+10
1976 January	+20
February	+40

New companies in Northern Ireland

During March 50 private companies (one private company without a share capital) with a total nominal capital of £1,777,200 were incorporated in Northern Ireland.

During the period January-March 148 companies with a total nominal capital of £3,672,250 were incorporated as compared with 119 companies with a total nominal capital of £3,664,750 incorporated in the same period in 1975.

The Films Acts 1960 to 1970 exhibitors 1975 quota returns

Returns of films exhibited in 1975 have now been examined by the Department of Trade. 128 quota films (69 British and 59 community) of a playing time of more than 72 minutes were registered during the year compared with 172 (78 British and 94 community) quota films registered in 1974. In addition, in 1975 15 entries in the film register relating to foreign films having a playing time of more than 72 minutes, were amended to show that the films concerned were community films. The main points of the analysis are:

The average proportion of quota films exhibited at all cinemas for first features and for the supporting programme was above the prescribed level. The proportion of quota films exhibited as first features, 40.6 per cent, compared with the previous year's achievement of 41.3 per cent. The figure for the supporting programme, 43.3 per cent, compared with 42.3 per cent in 1974.

Of the 1,408 cinemas covered, 96 per cent achieved or exceeded their first feature quotas, the same percentage as in 1974, and 98 per cent their supporting programme quotas (against 97 per cent the previous year). A large proportion of the quota failures involved only a small margin of failure.

The Films Acts 1960 to 1970, which require all exhibitors to make returns, provide that cinemas must show quota films to at least the extent of the percentages prescribed. For 1975, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,408 cinemas whose returns were analysed, 65 cinemas which satisfied the conditions of the Acts regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 25 per cent instead of the standard first feature quota of 30 per cent; and 52 of these, playing a majority of double feature programmes, had reduced quotas ranging from 12 per cent to 20.5 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,408 cinemas were 29.5 per cent for first features and 24.6 per cent for supporting programme.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 23 April 1976.
BR/E indicates that the film is a British quota film. EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Maids	BR/E 38564/25/4/81	95	20 April	Seven Keys Ltd.	Mantis Films Ltd.
Beginnings	BR/E 38554/25/4/81	12	20 April	Fair Enterprises Ltd.	Steve Howe Productions Ltd.
Yessongs	BR/E 38555/25/4/81	75	20 April	Fair Enterprises Ltd.	A1 OK Pictures Ltd.
Intimate Games	BR/E 38558/25/4/81	90	21 April	Tigon Film Distributors Ltd.	Podenhale Productions Ltd.
Whispers Of Fear	BR/E 38561/25/4/81	83	22 April	Carnaby Pictures Ltd.	Sideline Productions Ltd.
Spot	BR/E 38562/25/4/81	88	22 April	Scotia-Barber Distributors Ltd.	Bulldog Productions Ltd.
Galileo	BR/E 38563/25/4/81	145	23 April	Seven Keys Ltd.	The Ely Landau Organization Ltd.
Movietone News 2446	BR/E 38354/25/4/81	8	23 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Finishing School	EC 38557/25/4/81	84	21 April	Tigon Film Distributors Ltd.	Brummer-Film-Produktion, Munich
			FOREIGN		
Sizzlers	F 38556	88	20 April	Tigon Film Distributors Ltd.	Rainbow Productions Inc., California
Doctor Maniac	F 38559	83	22 April	Carnaby Pictures Ltd.	Associated Film Producers (Pty.) Ltd., South Africa
Nova Scotia Proud Anchorage	F 38560	10	22 April	Cinema International Corporation (UK)	Universal Pictures, California
Count Of Monte Cristo	F 38565	103	23 April	Scotia-Barber Distributors Ltd.	ITC Incorporated Television Co. Ltd., London

Motor vehicle output in March

Production of cars in the five weeks ending 27 March of 142,612 (28,522 per week) was 11 per cent above the level in March 1975. Production for the home market rose by 7 per cent while production for export rose by 16 per cent. However, output in the first quarter as a whole was 6 per cent lower than the relatively high level achieved in the first quarter of 1975, mainly because of a fall in production for the home market.

Production of commercial vehicles was 37,440 (weekly average 7,488), a fall of 3 per cent from the March 1975 level, with production for the home market falling by 15 per cent while production for export rose by 13 per cent. In the first quarter as a whole, commercial vehicle production was 13 per cent below the corresponding 1975 level, the overall fall again being due to a reduction in output for the home market.

(The summaries which follow are based on the seasonally adjusted figures in Table 2.)

Cars

March car production of 121,000 units was 15 per cent above the monthly average for 1975. Output in the first quarter of 1976 increased by 19 per cent from the previous quarter, with production for the home market and that for the export market each showing about the same proportionate increase.

Commercial vehicles

Commercial vehicle production of 32,500 units was 3 per cent above the monthly average for 1975. In the first quarter of 1976, the level of production was 8 per cent above that of the final quarter of 1975, with production for the home market rising by 11 per cent while production for export rose by 5 per cent.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months gave a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.1	15.5	31.6
1975 1st quarter	80	46	126	20.4	16.5	36.9
2nd quarter	47	44	91	15.6	14.6	30.2
3rd quarter	60	47	107	15.4	14.9	30.3
4th quarter	58	41	99	13.4	16.1	29.5
1976 1st quarter	69	48	117	14.8	17.0	31.8
1975 January	76	48	124	20.5	17.6	38.1
February	97	45	142	21.6	17.0	38.6
March	68	44	112	19.1	15.0	34.1
April	65	49	114	17.8	15.2	33.0
May	34	34	68	15.6	14.4	30.0
June	43	48	91	13.5	14.2	27.7
July	57	47	104	15.0	15.0	30.0
August	50	46	96	14.4	15.4	29.7
September	72	48	120	16.7	14.6	31.1
October	57	36	93	14.0	15.7	29.6
November	58	43	101	13.1	16.1	29.2
December	59	44	103	13.0	16.6	29.6
1976 January	56	41	97	12.4	17.2	29.6
February	80	54	134	16.0	17.3	33.3
March	71	50	121	15.9	16.6	32.5
Average of:						
Oct.-Dec. 1975	58	41	99	13.4	16.1	29.5
Jan.-Mar. 1976	69	48	117	14.8	17.0	31.8
Percentage change	+19	+18	+19	+11	+5	+8

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52	735,532	532,164	1,267,696	24,379	194,319	186,386	380,705	7,321
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13	145,107	142,664	287,771	22,136	49,650	48,435	98,085	7,545
3rd quarter	13	151,830	117,925	269,755	20,750	39,136	38,724	77,860	5,989
4th quarter	13	196,024	131,839	327,863	25,220	44,131	52,419	96,550	7,427
1976 1st quarter	13	209,957	148,844	358,801	27,600	44,974	48,785	93,759	7,212
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5	52,097	57,346	109,443	21,888	16,905	17,947	34,852	6,970
July	4	39,303	32,345	71,648	17,912	10,995	12,480	23,475	5,869
August	4	40,219	38,525	78,744	19,686	10,117	10,271	20,388	5,097
September	5	72,308	47,055	119,363	23,873	18,024	15,973	33,997	6,799
October	4	60,873	36,246	97,119	24,280	14,964	16,352	31,316	7,829
November	4	65,941	46,021	111,962	27,991	13,994	16,300	30,294	7,574
December	5	69,210	49,572	118,782	23,756	15,173	19,767	34,940	6,988
1976 January	4	56,966	39,432	96,398	24,100	12,051	13,971	26,022	6,506
February	4	68,878	50,913	119,791	29,948	14,468	15,829	30,297	7,574
March	5	84,113	58,499	142,612	28,522	18,455	18,985	37,440	7,488

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Nov. 1975
Balance of payments:	
current account (M)	23 Apr. 1976
trends in invisible transactions	16 Apr. 1976
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	2 Apr. 1976
By regions	27 Feb. 1976
Catering trades turnover (M)	16 Apr. 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 Apr. 1976
Companies:	
acquisitions and mergers (Q)	27 Feb. 1976
Liquidations *see* Insolvencies	6 Feb. 1976
liquidity (Q)	12 Mar. 1976
new registrations:	
Gt. Britain (M)	19 Mar. 1976
N. Ireland (M)	This week
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	This week
Energy trends (M)	9 Apr. 1976
Engineering industries: sales and orders (M)	23 Apr. 1976
Film industry	
British Film Fund Agency returns (M)	16 Apr. 1976
cinema admissions and takings (M)	9 Apr. 1976
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	12 Mar. 1976
Footwear industry: production, orders and deliveries (M)	16 Apr. 1976
Foreign exchange: official reserves (M)	9 Apr. 1976
Foreign trade: industrial countries' production and trade (Q)	9 Jan. 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	9 Apr. 1976
Industrial production:	
index numbers (M)	23 Apr. 1976
N. Ireland index	21 Nov. 1975
Wales	16 Apr. 1976
Insolvencies	6 Feb. 1967
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	9 Jan. 1976
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Man-made fibres:	
deliveries (Q)	13 Feb. 1976
production (M)	13 Feb. 1976
production: quarterly analysis (Q)	13 Feb. 1976
Metal working machine tools: sales and orders (M)	9 Apr. 1976
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	16 Apr. 1976
motor trade turnover (Q)	20 Feb. 1976
Office development permits (Q)	12 Mar. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
analysis of trends (Q)	12 Mar. 1976
ten-year back run (A)	12 Mar. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	22 Aug. 1975
Regional development grants (Q)	12 Mar. 1976
Regional selective assistance (M)	23 Apr. 1976
Retail prices index (M)	23 Apr. 1976
Retail trades:	
sales (M)	9 Apr. 1976
provisional figures (M)	This week
sales, N. Ireland (M)	2 Apr. 1976
stocks (M)	16 Apr. 1976
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	26 Mar. 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	2 Apr. 1976
manufacturers' stocks: monthly estimates (M)	This week
retail (M)	16 Apr. 1976
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	23 Apr. 1976
carpet sales (M)	20 Feb. 1976
cotton industry production (M)	2 Apr. 1976
hosiery production (M)	2 Apr. 1976
made-up clothing: orders and deliveries (M)	16 Apr. 1976
wholesale houses' sales (M)	16 Apr. 1976
wool exports (Q)	27 Feb. 1976
wool output (M)	2 Apr. 1976
Tourism:	
foreign visitor arrivals (M)	19 Mar. 1976
overseas travel and tourism (Q)	9 Apr. 1976
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	23 Apr. 1976

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	16 Apr. 1976
Customs notices of interest to exporters	26 Mar. 1976
ECGD local offices	16 Apr. 1976
Guide to Departments	19 Mar. 1976
Official Receivers' offices	23 Apr. 1976
Programme of trade promotions	This week
Release dates of economic statistics	23 Apr. 1976

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388.

ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

Watch your Language . . .

When you're dealing with overseas customers, your language must be as good as your product.
At the N.E.C., it's our job to help sell the best that Britain has to offer.

Technical Translation Institute

London: 01-240 5361 Telex 23209/261602
Imperial House, 15-19 Kingsway, London WC2B 6UU
Midlands: 021-236 9435 Telex 337257
St. Philips Chambers, 13 Colmore Row, B'ham B3 2BE
and at the National Exhibition Centre, Birmingham.

TTI **A member of the ~~ETS~~ Group**
Offices in Brussels & Hanover

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses: 49 High Holborn, London WC1V 6HB; 13a Castle Street, Edinburgh EH2 3AR; Brazennose Street, Manchester M60 8AS; 258 Broad Street, Birmingham B1 2HE; 41 The Hayes, Cardiff CF1 1JW; Wine Street, Bristol BS1 2BQ; 80 Chichester Street, Belfast BT1 4JY, or through any bookseller.

ENQUIRIES INVITED

Fabrications up to 10 tonne units,
Bridges, Ducting, Hoppers, Platforms,
Towers etc.
Sheetmetalwork – Guillotine and Press Brake up to 10′ 0″ × ¼″
Machining – Milling to 16′ × 6′, Turning up to 24′ 1g
Assembly & Installation facilities

E. G. PORTER & SONS LTD.
Dartford, Kent, DA1 1QQ
Tel: Dartford 72333 Telex 896118

Have you a good export picture

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.
Send your export photographs to the Editor, *Trade and Industry*, Room 439 1 Victoria Street, London SW1H 0ET.

MISCELLANEOUS ADVERTISEMENTS

Semi-display £2.40 per s.c.c. Run-on linage 60p per line (minimum 4 lines). Box No. 50p. Orders for advertisements should be addressed to T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED.

Replies to Box Numbers should be addressed to Box No.—
Trade and Industry,
T. G. Scott and Son Ltd.,
1 Clement's Inn, London
WC2A 2ED.

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo boxes, useful for storage, transport, shelving in quantity only etc. for sale. Details: R. Pordes, 529B, Finchley Road, London, NW3. 01-435 9878/9. (12)

ANNOUNCEMENT

Funds for Commercial and Investment Mortgage and remortgage over 15 years at 13%.

Building Finance up to 100% available for Development.

Mortgages available at 2% over Bank Rate for House Purchase over 25 years and remortgage up to £25,000.

HILLGATE FINANCE COMPANY LIMITED
136 Fulham Road, London SW10
Telephone 01-370 6824 (5 lines) (41)

Government Publications in Wales

from

Her Majesty's Stationery Office, 41 The Hayes, Cardiff, CF1 1JW

Reach the decision makers with Trade and Industry.

With Trade and Industry on your media schedule, you get to the people who matter.

Trade and Industry is a unique publication; with its direct access to Government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them—and their companies—one step ahead. More and more people are reading Trade and Industry. Over 50,000 each week.

Put it on your media schedule and reach the real decison makers.

To: Trade and Industry, Advertising Department,
T. G. Scott & Son Ltd., 1 Clement's Inn,
London WC2A 2ED 01-242 6264 or 01-405 4743
Please send me latest details and a rate card.

Name_____

Position_____

Company_____

Address_____

Trade and Industry: the decision makers' magazine.

Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 724572 0